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the American Perfumer and ESSENTIAL OIL REVIEW

COSMETICS · SOAPS · FLAVORS

EST. 1906

WILLIAM LAMBERT
Editor

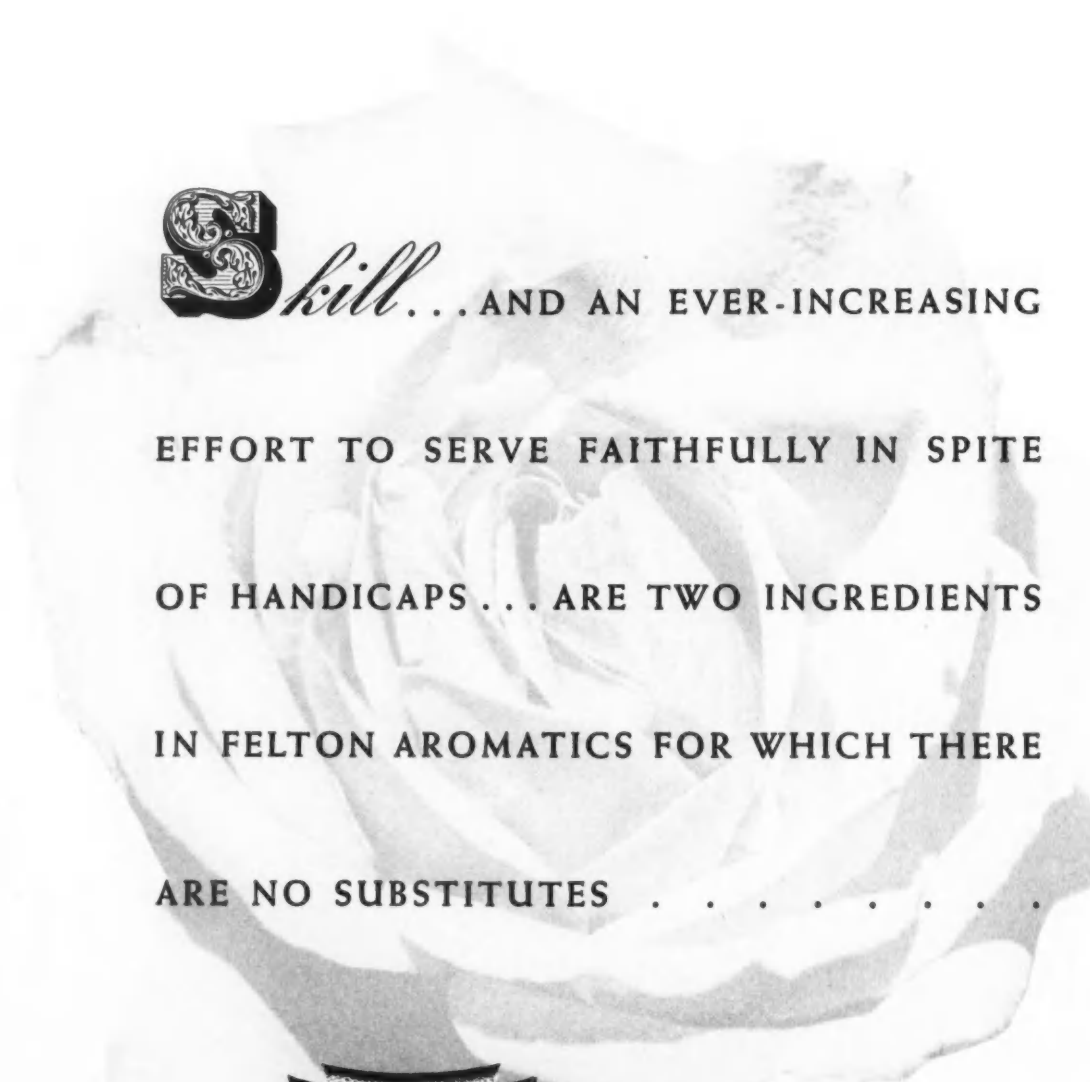
MAISON G. DENAVARRE, PhC., B.S.
Technical Editor

CONTENTS · NOVEMBER 1942

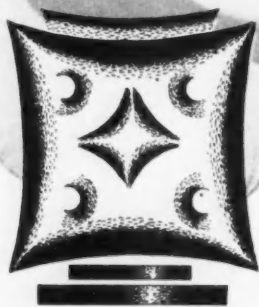
Comment	23
Coriander Successfully Grown in U. S. Dr. Alexander Katz	25
Short Adages	R. O'Mattick 28
Frothability and Bubble Formation	Eric Hardy 29
Perfumes Inspired by Life of Thrills	R. F. Rogers 31
The Production of Oil of Limes	Dr. Ernest Guenther 33

REGULAR FEATURES

Desiderata	Maison G. deNavarre 19
Beeswax	Universal Recognition
Victory Creams	Glycerin
Ammonia in Waving	P.R.P.
Questions and Answers	21
Packaging Portfolio	36
Soap Section	38
Flavors Section	41
New Products and Processes	47
Books to Aid You	48
Among Our Friends	49
News from Washington	53
News and Events	57
Market Report	69
Prices in the New York Market	71



S*kill*...AND AN EVER-INCREASING
EFFORT TO SERVE FAITHFULLY IN SPITE
OF HANDICAPS...ARE TWO INGREDIENTS
IN FELTON AROMATICS FOR WHICH THERE
ARE NO SUBSTITUTES



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desiderata

Comment on interesting new chemical developments and their application to cosmetics and toiletries

by MAISON G. DENAVARRE

BEESWAX

One of the things everyone will probably be forced to stretch, one of these days, is beeswax. There are a lot of ways it can be done, some being better than others, although in each case your finished product quite probably will be different in appearance at least. But that is war. And until the war is over, we will be doing a lot of things we are not accustomed to doing.

The use of absorption bases in conjunction with beeswax will allow for the reduction of the amount of beeswax required in a cold cream formulation. One will have to compromise as to how much beeswax to replace with how much absorption base. Also one must remember that the color of the finished cream will be an off-white or ivory. Sometimes the use of a small amount of oil-soluble blue color in the oil phase will neutralize part or all of the "off" shade. Absorption base will allow the use of more water, provided all proportions are right. The resulting cream in all probability will be a definite water-in-oil variety, whereas many of the emulsified beeswax creams made today are of the reverse type.

In some cases, some of the beeswax may be replaced with stearic acid, with a suitable adjustment of acid ratios and alkalis. Keep in mind that stearic acid, if present in excess, tends to crystallize out, sometimes resulting in poor emulsification. If stearic acid is used, it is good to replace part of the borax with potassium hydroxide since potassium stearate is somewhat better as an emulsifier than sodium stearate. If available, triethanolamine might be used in place of the potassium hy-



droxide. Triisopropanolamine likewise can be used—or one of the aminoglycols—anything that gives a softer soap than soda. The truth of the matter is, you really have to make a brand new formulation using less beeswax than usual. There is no easy replacement of part for part, of one ingredient with another.

VICTORY CREAMS

With the snags present in any concentration of industry plans which the government may promulgate, cosmetic manufacturers will probably not be forced to make a "victory cream." However, the materials shortage will create a victory cream of one sort or another.

This column has mentioned several times that the one material the war has not forced to be allocated is *water*. Therefore, all creams and lotions will be forced to contain more water, whether we like it or not. In the case of creams in particular, this increase in water content will make the cream feel less greasy and therefore more acceptable to one and all, for the greasy cream of "the good ole days" will be as dead as the dodo bird. If there is plenty of oil, there will be a less plentiful supply of emulsifier or some other required material.

Creams containing up to 50 per cent

of water, if properly formulated, will give excellent service and be readily accepted by women. Ratio of solid to liquid fats must be watched carefully, for that is about the only way you can control oiliness of feel.

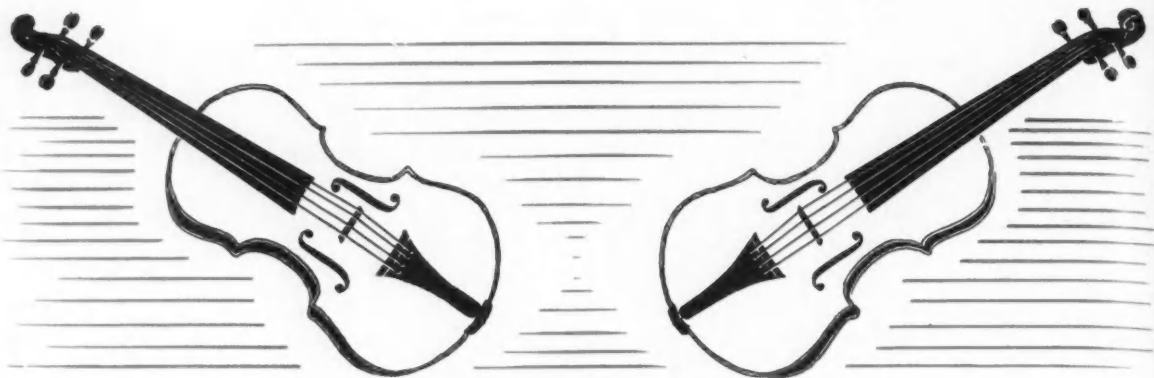
AMMONIA IN WAVING

One of the shortages already manifesting itself is ammonia for use in permanent waving solutions. There is no readily available counterpart for ammonia water or certain of its salts. However, a pretty fair acting solution can be made by replacing the volatile alkali with fixed alkali, using equivalent weights. In many cases, solutions will be considerably enhanced by this change because so many small manufacturers of waving solutions do not use the necessary precautions in working up an ammonia solution, thus allowing much of the ammonia to be lost into the air.

All waving solutions are checked for alkali and sulfites. The sulfite content must be present or the particular snap of the curl will not become manifest upon use. The sulfite content can be obtained by the use of any sulfite. The same holds for alkali, except that each kind of alkali produces a different degree of curl. Ammonia leaves no residue either. But that makes no difference because the hair is washed after waving anyway. To show you more specifically what is meant, those who have a copy of my book, *The Chemistry & Manufacture of Cosmetics*, can see this more fully explained in the chapter on permanent waving solutions. Here as elsewhere, I am not implying that one of the other alkalis is the exact counterpart of ammonia. No, sir! In some cases it is inferior, but oftentimes it is better. That is the way it goes with any replacement in a formulation.

UNIVERSAL RECOGNITION

If all civilian industry could acclimate itself as well as the suppliers of aromatics and flavors, there would be no problem in civilian goods. The highest honors are coming to these aromatics suppliers, for with a dearth of all things, they still supply us with



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20 November, 1942

The American Perfumer

a reasonable facsimile in sufficient amounts. Some of them are superior to the original. The whole industry owes much to the ingenuity of the aromatics suppliers, without which all of us would be on our ears. How they do it is a mystery, but they do. Folks, write your aromatics and flavor supplier and tell him how much you appreciate his efforts. He is doing a thankless job and a little praise will spur him on to still greater ingenuity. Just remember the spot you might have been in—if your aromatics supplier hadn't figured out replacements on things that even the heavenly power never figured could be replaced.

GLYCERIN

Some companies have continued using the same amounts of glycerin in their products as they did before the curtailment was put into effect, accumulating a backlog of orders as a result. There just is no use in doing this. In fact, you had better begin experimenting with a formulation containing less than the 70 per cent of glycerin you now are allowed because you may have to know how to get by with even less glycerin. And the products that are most specifically referred to are toothpaste and shaving cream. Most shaving cream contained too much glycerin to begin with. It kills the lathering power and raises cain with texture in warm weather. As for toothpaste, so long as the product is tubed, less glycerin can be used. If you are not using a starch glycerite already, it is wise to investigate it. It is important to check any gel-producing material and the means of preventing caking of the gel when precipitated chalk is added to it.

P.R.P.

If you are having trouble in getting small amounts of some ingredient that ties up a lot of production, and if your inventories are all in line, and if a few other things are such and so, why haven't you investigated your qualifications under PRP, the Production Requirements Plan, with your local W.P.B. office. It will surprise you how many times you can get that essential something that will keep you operating. But, of course, you have to qualify. And, to do so, you have to answer a lot of very pertinent and perhaps intimate questions. But you'd be surprised how helpful this plan has been and is.

PUT UNITY INTO YOUR COMMUNITY

Unity starts with U. to win the war, stop private wars at home, in school, on the job, with the neighbors. Honest apology ends frictions—starts teamwork. If we all pull together, we'll all pull through.—Patchwork.

QUESTIONS & ANSWERS

414. HEXITOL DERIVATIVES

Q: We are interested in obtaining a commercial source of hexitol derivatives such as sorbitol and mannitol oleates mentioned in deNavarre's book, "The Chemistry and Manufacture of Cosmetics." Where can we obtain more data on the use of these materials? C.D., Del.

A: Under separate cover we are sending you the name of the supplier of sorbitol and mannitol oleates, who also can give you additional information on the use of these materials in cosmetics. The information appearing in the above mentioned book is rather basic and by exercising a little ingenuity many variations of the formulas can be obtained. While it is not essential to homogenize creams made from these emulsifiers, it certainly is advantageous to do so. We know of no other materials at the moment that have such strong emulsifying properties in such low concentrations. Both products are available at this time only on priority but there is a possibility that the WPB at some future date might allocate a small amount to be used in cosmetics.

415. USING WETTING AGENTS

Q: Please advise best grades of wetting agents, at least two or three of the most stable kinds that would not decompose when mixed with such alkalis as TSPP or metasilicate. Where can we find a book on the manufacture of liquid soaps, deodorants, etc.? S.M., Ore.

A: A little more than a year ago, Mittelstadt published an article in THE AMERICAN PERFUMER (June, 1941, p. 23) in which he compared the foam stability of various wetting agents in the presence of different alkalis. The wetting agents used were denoted by number, and a key to these numbers was printed separately to be available to anyone interested in it. We are sending you the key to the article in which the author found that Nos. 12, 22, 23, 17 and 34 produced the most stable foam with TSPP, with No. 18 next best. As for a book

of formulas, we recommend Maison G. deNavarre's The Chemistry & Manufacture of Cosmetics which gives basic information along with the latest formulations. It is available from THE AMERICAN PERFUMER.

416. SUBSTITUTES FOR LANOLIN

Q: We are interested in lanolin substitutes. We understand these are mentioned in the Replacements bulletin which we do not have. R.C., Md.

A: A copy of the bulletin is being sent to you under separate cover. In addition to certain lanolin absorption bases, there are numerous other materials to be had. Most important is to know what property of lanolin is to be maintained in the replacement. Since you do not tell us, we assume it to be the emulsifying properties. Higher alcohols, mannitol and sorbitol oleates and oleates of some other polyhydroxy compounds, certain shortenings, lecithin and so called lanolin isolates can be used. Most of these materials require mixing with a major proportion of hydrocarbon such as petrolatum.

417. METAL POLISH FORMULAS

Q: In the technical abstract section of the October 1939 AMERICAN PERFUMER is listed an article on "Metal Polishes." Please furnish us with the formulas referred to in this article as well as any others which you may have on the subject. G.P., Ohio.

A: That is quite an order you are asking. We suggest you get a copy of the original journal, or have photostats made of the article. There are so many patents on the subject that you want to be sure you are not infringing. We can tell you this, however, the making of a silver polish cream is no different than making a good dentifrice, for abrasives that scratch teeth likewise will affect silver. Heavy chalk is a good basic material that can be compounded into a paste with some colloidal clay, a humectant, and possibly some special ingredient.

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COMMENT

Quotas ended by revoking L-171 but sky is not the limit

Experience in administering L-171 convinced officials in the War Production Board that the output of cosmetics could be better controlled through allocation orders covering constituent raw materials and containers rather than by production quotas. All of the hundreds of protests from individual cosmetics manufacturers in all parts of the country were carefully considered and it was these that led to the revocation of the order which even originally was intended to be temporary.

As long as critical materials needed for the war effort are not employed there are no restrictions on the manufacture of new or old cosmetics or on the number or kind of containers that may be used. Restrictions imposed by other laws or orders on the use of critical materials such as zinc oxide, alcohol, metals, etc., will continue as in the past; and it may be expected that more will be added. Fairly rigid restrictions on cosmetic packaging are expected and it is also predicted that there will be a curtailment of so-called luxury toiletries that use critical materials, such for example as alcohol, glycerine, imported oils and the higher grades of talc.

It is well that L-171 was repealed; for the cosmetic industry seemingly was the only one limited on a dollar volume basis. Production quotas, the bane of the industry, are ended but that does not mean that the sky is the limit. After all the whole purpose of controlling the output of cosmetics was to aid the war effort. Therefore, whenever it is necessary to conserve raw materials, labor or transportation the WPB will not hesitate to take steps to secure them.

Used tube for a full-tube plan bringing in increasing supply of tin

From April 1 to September 30 of this year more than 1,168,000 pounds of metal tubes were received for reclamation by the Tin Salvage Institute. This represents a total of 513,920 pounds of tin of which more than 260,000 pounds already have been made available to war industries. In addition to this tin substantial amounts of aluminum and lead have been reclaimed. Today the output of reclaimed metal is at the rate



of 160,000 pounds per month and from the present trend the output will go higher. The requirement that any empty metal tube be turned in when a new tube of toothpaste or shaving cream is purchased is meeting with marked success.

Who will pay the Victory tax refund after the war?

All employers will become tax collectors for the government beginning January 1 for the new Victory tax of five per cent which will be deducted each pay day from salaries and wages of all employees earning over \$12 per week. It is thus a withholding tax which comes out of 1943 income. At the end of the year the married taxpayer will be permitted to claim a credit of 40 per cent of the tax plus two per cent for each dependent up to a maximum of \$1,000. The single person's credit is 25 per cent or a maximum of \$500. There are two ways of cashing this credit. It can be used to pay debts or insurance premiums or to purchase war bonds. Or it can be saved up and collected after the war. Thus it may be regarded as forced savings. The interesting part of the tax, however, is raised by the question as to who will pay the refund. The conquered countries? Obviously they will be in no position to do so and in fact probably will need help for rehabilitation. So if the refund is paid after the war, the money to do so will have to be raised by more taxation. But who will be taxed for this purpose?

Drawback affords welcome alcohol tax relief

After years of effort, relief has at last been accorded to the flavoring extract industry and other non-beverage alcohol consuming industries from the exorbitant and unreasonable alcohol tax. The relief is in the form of a drawback; but it is welcome relief none the less and important because it is the first official recognition that there should be a differential in the tax on alcohol used for beverage and that used for non-beverage purposes.

Elsewhere in this issue relevant sections of the statute are published in full. It is complicated; but clarifying regulations are needed and expected. For one thing it is not clear from the statute whether perfumers who use tax paid alcohol are entitled to the drawback. Further, until interpretative regulations are forthcoming difficulty is likely to be encountered in computing the tax.

Now that alcohol tax relief has been secured it is fitting to give credit to the small but faithful band of men: John S. Hall, executive secretary and counsel for the Flavoring Extracts Manufacturers Assn., George H. Burnett, chairman of the Alcohol Tax Committee of the association, Dr. Clarke E. Davis and John H. Beach and their associates, who year in and year out have persistently, intelligently and patiently organized the non-beverage alcohol consuming industries into an effective unit and led what seemed in view of the changing political situation to be a hopeless battle to final success.

Women would miss cosmetics most of all if unobtainable

Eliminating the basic needs for sustenance such as food, shelter and clothing, 1000 women were asked by *Printers' Ink* to name the three things they would miss most if they became unobtainable. The answers furnish convincing evidence of the importance women place on cosmetics. Nineteen products all told were named. In order of preference the products named were as follows: Lipstick, face powder, deodorant, sheer stockings, face cream, disposable tissue, rouge, pets, nail polish, lingerie, perfume, soft drinks, candy, ice cream, bath powder, paper towels, liquor, cake, evening wear.

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CORIANDER SUCCESSFULLY GROWN IN U. S.



Coriander, white or rose flowers, blooms June through August

IN one of my previous articles, published in THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW in February, 1941, I gave details on the possibilities of producing essential oils in the United States. Among those considered was coriander and the necessity for its production was discussed. On a small scale, coriander was raised by E. E. Roessler, of Superior Products Co., Dallas, Texas. In 1941 Mr. Roessler supplied our company with a small amount of coriander seeds of very good quality, which he had cultivated. The seeds were crushed and distilled by means of live steam and a very excellent oil was obtained. In 1942 Mr. Roessler supplied us with a larger amount of seeds, obtained from the 1942 crop. Although the seeds were somewhat smaller than those of 1941, they yielded a fine quality of oil with the following constant.

Specific Gravity, 0.877

Optical Rotation, $+9^{\circ}68$

Refractive Index, 1.473

The characteristics of the oil by odor and taste value were very fine. It contained a large percentage of linalool (73 per cent). In further experi-

Texas points the way . . . Factors in cultivating the plants and producing this important essential oil

by DR. ALEXANDER KATZ

Chief Chemist, Florasynth Laboratories, Inc.

ments linalool was separated from the coriander oil, and the latter was successfully oxidized to citral. Citral obtained this way answered all the physical properties required. The constants were as follows:

Specific Gravity, 0.8869

Boiling Point, 230°C

This citral was made by the oxidation of linalool with chromic acid. The citral received had a pleasant taste and aroma, much finer than citral which is made from lemongrass oil, even if produced by bisulphite method. The latter always retains some impurities, one of these being methyl heptenone, a ketone, which is impossible to separate as it goes into combination with bisulphite and citral. Experiments also were conducted in making geraniol from linalool, with positive results. Acetic acid ester of linalool was made, the results showing that the product yields much finer linalyl acetate than that obtained from bois de rose or Mexican linaloe oil. It seems that the climatic and geographical conditions around central eastern Texas are ideal for the cultivation of coriander, and let us hope that in the near future we will be able to produce enough domestic coriander to satisfy the needs of our industry.

U. S. MUST PRODUCE MORE OILS

When I returned from the Soviet Union in November, 1937, I published an article in THE AMERICAN PERFUMER, December, 1937, entitled "U.S.S.R. to Produce All Raw Materials." About a year before this I was invited to the Soviet Union as a consultant to the Food Chemical Combine, a division of the People's Commissariat of Food and Allied Industries. Under the direction of this Commissariat, essential oils, aromatic chemicals, per-

fume, flavoring and coloring materials are made. At that time I stated how important the production of coriander oil was considered in Russia. Coriander is a source of supply for many aromatic chemicals which are essential in perfume and flavoring industries. Even in 1937 the Soviet Union considered itself independent of importation of many essential oils from the four corners of the world. It seems that we have not learned our lesson from the first world war when we made ourselves independent not only in the aromatic chemical industry but in the production of synthetic dyes. We should realize that essential oils in many instances are just as important as these chemicals, and the second world war should stabilize our position in this particular line. Since 1937 I have advocated the necessity for the cultivation of plants to increase production of essential oils.

LARGER VARIETY OF ESSENTIAL OILS NEEDED

We produce large quantities of such essential oils as peppermint, sassafras, sweet birch, wintergreen, but we need larger variety. The most essential of these oils is coriander, since this oil will help us to gain independence from such materials as citronella, lemongrass and bois de rose which have to travel, at present, through troubled waters.

Coriander belongs to the family of *Umbelliferae*. It is known as *Coriandrum Sativum* L. The plant consists of a long, round stem with trifoliate leaves. The flowers are of white or rose color. The bulb has five points and the fruit is in the form of a bell. The seed (fruit) is albuminous. The plant blooms from June until the end of August. The cultivation of coriander dates back to many centuries ago.

Before the first world war it was largely cultivated in Morocco, Hungary, Moravia, and Thuringia and somewhat in Russia. Up to the present war, the Soviet Union was the major producer of this valuable material, and it is worthwhile mentioning geographical and climatic conditions where the plant is grown. The cultivation of coriander in Russia was started about 1830 around Voronezh district and it was continued until about 1918. The climatic conditions of this district are about the same as those of central eastern Texas. Later on many acres for cultivation of coriander were added, some around Kursk, Caucasus and Ukraina. From the standpoint of climate, the Kursk region again is very much like eastern Texas.

PRODUCTION INCREASED 200 TIMES

Recognizing the importance which coriander can play in producing raw materials for our industry, Soviet agriculturists, agronomists, chemists and technicians have increased the production of coriander 200 times since 1917, spreading this cultivation from a small area in Voronezh to other sections in the Soviet Union. The yield of fruit obtained from the plant from one acre is from 60 to 250 kilograms, depending on location and technique under which the fruit is raised and taken care of. The yield of the oil from the fruit also varies from 0.6 to 1.1 per cent, depending on the quality of the

fruit. Pre-Soviet Russia exported small quantities of coriander oil to Germany. In 1932 Soviet Russia exported about 18,000 kilograms of coriander oil, the largest portion of which went to the United States.

With the rapid development of perfume, cosmetic and flavoring industries in the Soviet Union, the export of this material was curtailed to a great extent. This was the reason for the advance in price of coriander oil after 1935, from \$4 to \$16, and later even higher. The present market price is around \$40 per pound.

THREE SPECIES OF CORIANDER

There are three known species of coriander:

1. Var. *Micro-carpum* D C, yielding fruit from 1.5 to 3.0 mm in diameter. This fruit originated in Mexico and was brought to Russia in the beginning of the 19th Century.
2. Var. *Vulgare Alef*, yielding fruit from 3.0 to 5.0 mm in diameter.
3. *Melphitense* which is found wild in southern Italy. It has no particular interest for the production of oil.

Utilization of the fruit as a condiment in the pickling, meat, liquor and baking industries is well known. Benedictine, chartreuse, or any kind of gin, would not have the proper taste without the use of coriander. Industrially, the largest amount of fruit is used in the preparation of essential oil.

It is important before attempting to distill the oil to free the fruit from any foreign matter, as the oil is very susceptible to changes in the presence of foreign organic matter. The oil is distilled by means of live steam. Usually the fruit is thoroughly crushed, since this insures a greater yield of oil. Crushed fruit also intensifies the process of distillation because the oil is liberated much more quickly.

Chemical and physical properties of the oil are:

Optical Rotation, $+8^{\circ}$ to $+13^{\circ}$

Refractive Index, 1.4570 to 1.4780

Specific Gravity 0.870 to 0.887

Ester Value, 3.0 to 22.0

Acid Value up to 5

Total Alcohol Content, 65 per cent to 85 per cent

Oil of coriander consists of the following components:

Alpha pinene

Beta pinene

Dipentene myrcene

Alphaterpinene

Dextro linalool

Para cymol

Terpinolene

γ -Terpinene

Alpha phellandrene

Geraniol

Borneol

Acetic acid esters of borneol and geraniol

Normal decylic aldehyde

Acetic and capric acids

The presence of these components shows definitely the importance of this essential oil.

In producing aromatics from coriander oil, it is best to start with the isolation of decylic aldehyde, $C_{10}H_{20}O$. This can be accomplished by treating coriander oil with bisulphite. In this way the reaction goes only with the aldehyde, without impairing the quality of other components. An aqueous solution of bisulphite is used with the oil. Then the bisulphite compound is decomposed with acid solution, setting free decylic aldehyde. Decyl aldehyde is a very important material in perfume and flavoring compositions. It imparts to the composition a fine citrus high note, possessing at the same time a deep long-lasting effect which can be obtained only by using resinous fixatives. In modern French type compositions, also in reproducing orange flower oil, neroli, also in intensifying orange, lemon and lime products, it is almost indispensable. Due to its intense strength, only traces of decyl aldehyde should be used.

PRODUCING AROMATICS FROM THE OIL

After the separation of decyl aldehyde, the remaining product which does not enter into reaction with bisulphite is subjected to fractional distillation. The best equipment for this purpose is a double still. In the first still steam is developed, to avoid the contamination which can occur if steam is used from a regular boiler. The steam then is blown into the second still which is equipped with a column connected with a condenser and a Florentine flask where condensed steam and oil are collected. As linalool is somewhat soluble in water, the water is returned to the first still, in order not to lose the linalool. This water, naturally, is used over and over again. The oil is collected, of which the fore-run of 8 to 10 per cent is taken separately, then the remaining quantity of the oil is distilled again.

FIRST FRACTION IN DISTILLATION

The first fraction, known as myrcene, is used in low priced compositions. Myrcene has an odor of linalool but with a distinct sour note which is due to the presence of minor impurities. The balance of the distillate consists largely of pure d-linalool, $C_{10}H_{18}O$, and small quantities of other components. Pure linalool is used in many compositions, such as lily, jasmin, lilac, white rose, tea rose, trefle, and clover. To bouquets it gives a "U" note which has a lasting quality, particularly in combination with coumarin or methyl coumarin. Linalool is used also as a base in making linalyl acetate, a most serviceable aromatic product, which is employed to render the top note to a composition. Linalyl acetate is the most essential substitute for bergamot oil, of which it is a constituent to the extent of 38 to 42 per cent.

Other esters of various acids are made from linalool, such as linalyl butyrate, propionate which are useful in the production of apple blossom and peach blossom fragrances as well as in apple, apricot and peach flavorings. Linalyl formate blends very well with gamma undecalactone in making peach, apricot, plum, prune and cherry flavorings. Linalyl benzoate and salicylate are indispensable in



Photographs—New York Botanical Garden.

Coriander fruit which is albuminous is in the form of a bell

reproducing ylang ylang or cananga oils. The same applies to linalyl capryllate, capriante and laurate. When used in small quantities they give to a composition a heavy odor, so important in reproducing ylang ylang.

SOURCE OF LINALOOL

Until recently, due to our inability to obtain lemongrass oil from which citral— $C_{10}H_{16}O$ —is made, linalool was considered to be a good source in making this important commodity, by oxidation. It must be stressed again that citral produced from linalool is of much higher quality because it is absolutely free from methyl heptenone. Even traces of methyl heptenone in ordinary citral make the product somewhat harsh. It is well known that citral is used as a base in the production of ionone— $C_{13}H_{20}O$. The finer the citral, the finer the ionone which can be produced. It is almost impossible to rid the product of traces of methyl heptenone, as it remains during the reaction or transformation of citral into ionone. Citronellal of which hydroxycitronellal— $C_{10}H_{20}O_2$ —is made, also can be produced from citral by hydrolizing it in the presence of palladium.

MAKING HYDROXYCITRONELLAL

Hydroxycitronellal is made by different methods. The most successful is to obtain it from bisulphite citronellal compound (continued on page 73)

Short Adages

by R. O'MATTICK

THAT quixotic perfume-chemist, Dr. Rowmaterial, and his devoted Sancho Panza, the able assistant Otto Stock, both live and work in New York. But Sand L. Wood makes his calls out of Chicago, and the hustling, good-natured salesman of Essential Oils, Pat Chouli, hails from Houston, Texas. A large part of America's perfume, cosmetic, soap and flavor industries is centered in and around New York but there are other centers. Buyers in Boston, salesmen in St. Louis, soapers in Cincinnati, cosmetic manufacturers in Montreal. Denver, Dallas and wherenot, have their groups of active folks. One of our foremost contributors to this department, the cautious purchasing-agent, Mr. Goodbuy, who always tells the Essential Oil salesmen about all the bottles he buys and the bottle people about all the oils he orders, sits at a desk in Detroit. Now the point of this geographical tour is to get from our readers in all parts of the continent anecdotes, experiences, protests, quips and quirks for this column. Do you make, buy or sell containers in Connecticut, waxes in Wisconsin, colors in Colorado, alcohol in Alabama, perfumes in Peru? Then let us hear from you!

These are the days when chemists in the business of perfumes are working hard to make chemical smells that haven't that "chemical smell" and writers of advertising copy are working hard to write sales copy that doesn't have that "sales slant".

Anyway, the black cream for commandos, to be used in night air-raids, won't be on the black market, we hope. And have the luminous lipsticks for black-outs anything to do with a kiss in the dark?

We don't know whose telephone number is Columbus 1492 but Otto Stock says his is DA 3-1220 and that is about as close as can be to the end-use symbol on his orders.

Investment Note: From a classified ad: "Perfumer-chemist will invest up to \$20,000 in a going perfume and cosmetic business—will devote all his time and ability as active partner." Well, well! We have heard of many perfume-chemists with ability and even with lots of time but this is the first time of one with \$20,000. Where did he get it, unless his uncle willed him the money? But what uncle would leave \$20,000 to a nephew who is a chemist, perfume or otherwise? Unless his uncle was also a chemist—but in that case where did he get the money?

Long before the days of shortages, substitutes, priorities and end-use symbols, Pat Chouli, who considers himself a supersalesman, was looking for something to sell. "If I could only find some real products I could make a fortune." As Dr. Rowmaterial was looking for a real salesman with real contacts to put over his Perfect Perfumes, we in-

troduced them to each other during lunch at the Little Venice when the Little Venice was the Little Venice. Pat talked of his contacts and the Doctor of his compounds while we kept ordering cocktails—Bronxes for all Manhattan, so it seemed. But nothing happened. The next day Pat said to us, "Bah, the Doctor is a fine fellow and knows how to drink but he has nothing in those Perfect Perfumes—just a bunch of formulas."

And the Doctor confided to us his impressions. "Pat is a suave personality and knows how to drink but he is no real salesman—just has a long list of firms in a book."

But once a perfume-chemist met a salesman and they got together and made a million dollars. Unfortunately, someone else brought them together. Perhaps the cocktails he ordered were Manhattans for all of the Bronx!

Musical Note: The article on "Perfume and Music" by Dr. Bienfang in the August AMERICAN PERFUMER shows the possible relation between the two arts. We do not know if the great Toscanini will ever tell his orchestra that he wants a little more apple aroma in the "William Tell Overture" or a woody scent in "Forest Murmurs," yet perfume and music are allied. The connection we have in mind is far afield from Dr. Bienfang's but it is there. Some perfumes are lasting, not merely because their odors last but because they have been appreciated years ago and are still loved. Like the music of Mozart, they live on. Others, popular now, are gone tomorrow. Surely their odors must harmonize, if not in sound, at least in taste, with such fleeting froth as "Deep in the Heart of Texas."



"We're making our containers out of wood—now all we need is something from which to make our lipsticks, cold creams and soaps and then we're all set—except for shipping!"

FROTHABILITY AND BUBBLE FORMATION

*A study of the physical properties of surface films
and surface tension and their influence on colloid
chemistry in the soap and essential oil industries*

by ERIC HARDY

THE PHYSICAL properties of surface films and surface tension have an extensive influence upon colloid chemistry in the soap and essential oil industries. They are the main factors in frothability and bubble formation. The phenomenon of mechanical surface-aggregates can be seen by pouring a diluted filtered solution of egg white repeatedly to and fro from one test tube to another because numerous loose, fibrin-like solid flakes of coagulated protein develop in the mother liquid in which they are permanently insoluble. They are also formed in the froth when the liquid is shaken in a closed vessel. These solid structures are formed in connection with the air surface of the bubbles.

The air surface of the protein solution, even when at rest and under conditions which entirely preclude evaporation of water, rapidly becomes rigid and coats itself with a thin membrane of solid protein. Surface rigidity can be seen if two magnetized watch springs are suspended over an egg-white solution diluted 100 times with water, one spring touching the surface and the other deeply submerged. When a magnet is brought near, the submerged spring moves freely, but that on the surface film is rigidly fixed. If some flowers of sulphur are dropped onto water on a glass slide, they slide down the slope of the water and leave the vertex clear, but when dropped on an albumin solution they are fixed instantly just where they fall. These solid mechanical surface aggregates, as Plateau first described them, can be seen from other protein solutions and from soaps, aniline dyes, saponin, quinine, neutral methyl orange, phenol-phthalein and suspensions of resin, mastic, gamboge and sulphur.

LARGE PARTICLES YIELD GOOD BUBBLES

Particles on the surface will lower its tension roughly in proportion to their number. The remarkable property of some solutions yielding more or less durable bubbles and froths when shaken is connected with the presence of such particles. The ability to form good bubbles is essentially bound up with the presence of large particles at the free surfaces. When air is sucked out of saponin bubbles the surface solid actually jams together or folds up into solid rods and the film loses nearly all its

contractility, taking several seconds to redissolve the surface excess of saponin and recover its original shape.

Minimal surface-energy shows that any change in the disposition of the molecules at the surface lowers the surface-tension. Dissolved substances which lower surface-tension will be concentrated therefore near the surface; those which raise surface-tension will tend to migrate from the surface. Chemical and physico-chemical changes, such as hydrolysis and ionisation which result in products lowering the tension, proceed further and at a faster rate there than in regions remote from the surface; the reverse is true with those that increase the tension. In some cases such as egg albumin the mechanical surface aggregates are chemically different from the original substances in solution.

CONTRACTILE, EXPANSILE SURFACE FILMS

There are of course contractile and expansile surface films. The former is a thin stretched surface, always in a state of tension trying to contract nearest the free air surface: the latter is a liquid surface stratum in contact with an insoluble solid as kaolin in pure water. A soap solution of course has a much lower surface tension than water. If it is used to touch a clean water surface, dusted lightly with sulphur, the water surface instantly contracts away from the soap; but if a colored soap solution is introduced into the depths of the water by means of a glass tube there is no such rapid pulling outwards.

Surface tension is lower in warm liquids than cold ones; the addition of sodium chloride to water increases it but soap and proteins diminish it. The molecules and intermolecular forces of course have much influence upon surface tension. The liquid molecules at the surface have a stronger intermolecular force than the air molecules in contact, for the latter are the larger and therefore fewer in number in contact, which probably explains contractility.

The rate at which a chemical reaction takes place in the surface stratum is modified because the intermolecular forces are not the same for an introduced solid and the solvent solution and because of molecular orientation at the surface. Thus all surfaces,

liquid-solid or liquid-liquid, tend to act as catalysts.

When liquid suspensions are thinned to double the range of intermolecular forces, the strains of the two surface strata of liquid-solid begin to diminish. Diminution of contractility results in the withdrawal of the solid; diminution of the expansibility results in the liquid pushing in between the solids and causing their spontaneous separation. This spontaneous dispersal of clumped particles of insoluble solids can be seen by adding NaCl to kaolin clumped by CaCl₂.

CONTACT ANGLE VARIES WITH SOLIDS

A solid which is moistened by a liquid so that an acute angle of contact is formed would be one which attracts the liquid more powerfully than does a solid which is not moistened by the liquid. Water in a greasy tube for instance "wets" the solid at an acute angle of contact between the liquid-air surface and the solid-liquid interface, but with mercury in a clean glass capillary the angle of contact is obtuse.

The equilibrium of the force acting along the liquid at the solid-liquid interface, if a contractility, is only possible if the free liquid surface pulls upwards, i.e., if the liquid dips toward the solid and forms an obtuse angle of contact. But if it is an expansile thrust upwards, equilibrium is only possible if the free liquid surface pulls downward, i.e., if the liquid rises towards the solid and forms an acute angle of contact.

As soon as the masses of matter become very small, as in many aspects of solution and gel-formation, surface tension considerations no longer suffice, and it becomes necessary to deal directly with the inter-molecular forces.

The foregoing facts concerning part-tensions at solid-liquid interfaces apply also to all-liquid surfaces, but the liquid-liquid surface has the advantage that the total surface-tension can be measured. Adsorptions of previously dissolved substances concentrated at the interfaces with a diminution of the surface-energy are phenomena of both all-liquid and solid-liquid surfaces. Flocculation of solid suspension is proof that the part-tension of water in contact with the suspended solid has increased from an initial negative, or at most feebly positive tension. Also, it results from a true adsorption attended by a decrease of the total surface energy. For instance, the flocculation of kaolin in water, which follows the addition of a small quantity of calcium chloride as previously mentioned, is preceded by an adsorption of the lime salt (or one of its ions), and attended by a fall in the total surface energy of the system, due to a fall in the total tension of the kaolin-water interface.

However, some flocculations and precipitations result from increased tension in the water stratum near the solid due to the precipitant (or one of its ions or hydrolytes) being "crowded" into the liquid surface-stratum in spite of its raising the total tension of the interface, as well as the part-tension of the liquid. This is probably a considerable factor in the "salting out" of many colloids.

Where two adsorbable substances, physically and

chemically indifferent to one another, are added to the solution, the one which is capable of producing the greater lowering of surface-tension will tend to be adsorbed preferentially and to exclude the other. This can be demonstrated in water containing both saponin and soap, the latter lowering the tension of a free water surface much more than does saponin. The solution gives typical soap bubbles very free from saponin bubbles, it has the mobile air surface of soap solution instead of the rigid one of saponin and it yields mechanical surface aggregates such as are obtained from pure soap solution instead of solid saponin.

If Concentration Comes

IF A CONCENTRATION program must be adopted in a consumer goods industry, the industry will generally be given the opportunity of deciding whether brand names should be maintained by the nucleus plants still allowed to turn out the peacetime product. The only case in which the government will make an arbitrary decision will be in an industry which cannot agree voluntarily to ban brand names or to agree entirely on their use.

That was one of the highlights of the government's concentration policy as unveiled by Joseph L. Weiner, deputy director of the WPB office of civilian supply and chairman of WPB's committee on concentration of production.

Concentration, Mr. Weiner said, is a solution to a problem whose other alternative is production levels uniformly reduced until they are no longer economic possibilities. The concentration policy, he added, "takes us far away from some of the things we have valued in our peacetime economic life. The fruits of past enterprise are threatened and some will be lost. We are departing from the spirit of the anti-trust laws and must keep in mind the possibility that monopolies will be fostered." This candid declaration seemed to re-enforce the belief of some merchandising observers that the wartime trend of government will adhere to the pattern established in NRA days.

Our Shrinking World

THE WORLD today, from the standpoint of time needed to get about, is 518 times smaller than it was in the 16th century—twice as small as it was in 1938!

Why? Airplanes, of course.

Few realize what tremendous air strides will mean when peace comes. Gill Wilson points out in *Nation's Business*.

No medicine, no rare plant, no special operating equipment, or life-saving device, will be more than 24 hours away, though it be on the other side of the earth. "Flying boxcars" will revolutionize life on the ever-shrinking globe.

He looks for fantastic population shifts, decentralization of industry, development of hitherto-inaccessible territories and peaceful dissolution of empires now fighting for existence.

PERFUMES INSPIRED BY LIFE OF THRILLS

Esmé of Paris, former circus performer and ballet dancer, turns a hobby into business . . . Keen sense of showmanship is main-spring of unique selling ideas in promoting expensive products

by R. F. ROGERS



HAVING been reared in the midst of the pungent odors of the circus and the glamour of the theater, it is small wonder that Esmé of Paris now finds solace and thrills in the creation of exotic perfumes. During her career in the entertainment world, Esmé was a circus performer, appearing in nineteen circuses here and in Europe. She was Pavlova's première danseuse for several seasons. As a popular and ballroom dancer, Esmé is credited with introducing the Charleston to Europe. She ran the ballet schools and ballet production of the Colon, famous opera house in Buenos Aires, and in 1932 she opened the first "American" cabaret there. Esmé now engages in some of these accomplishments for relaxation, while her former hobby, perfumery, has become her chief interest and business.

ORIGINATES OWN PACKAGE DESIGNS

Esmé of Paris in reality is Mrs. Robert Matz. She and her husband occupy a penthouse in New York City. Here she originates, bottles, labels and packs her perfumes, with the help of Mr. Matz and employees. The actual manufacturing is done elsewhere. Best known among her perfumes are "Green Eyes" and "A May Morning". Others in-

clude "Indian Summer", "On Fifth Avenue", "Secret Garden" and "Ballet". Esmé sachets have such fetching names as "Gift Horse Sachet", "Mary's Little Lamb" and "Sweet William".

So fantastic and varied have been the many careers of this woman that a two installment story of her life, by Eckert Goodman, appeared in the September and October issues of the magazine, *Town & Country*, and the rights to Esmé's autobiography have been bought by the publishing house of D. Appleton-Century Co., Inc. The book, which is being edited and compiled by Mr. Goodman, is scheduled to appear next spring.

PERFORMED IN MOST EVERY COUNTRY

Esmé's life has been packed with the unusual. She has appeared not only in circuses but in countless music halls, fairs and amusement parks. She has performed in nearly every major country in the world, and recalls having made thirty-four round trips between Europe and the Western Hemisphere. In the course of her career as an aerialist, she suffered five bad falls and a score of lesser

Esmé (at left) working in her perfume laboratory. She is shown (below) in an acrobatical aerial pose





Esmé of Paris, photographed in a dancing pose

ones. As a result, she at one time or another has broken almost every bone in her body and fractured her skull twice. Esmé's first and most serious accident occurred in London's Olympia. In misjudging a swinging bar she fell forty-seven feet. As a result, she spent eighteen months in a special hospital sling. This happened when she was ten years old. Even now when she does some of her more difficult stunts Esmé wears a special safety appliance on her left wrist which was shattered in the fall. Partly for relaxation and partly to keep in trim for an occasional professional engagement, Esmé goes through an almost daily routine on her trapeze rigged on the top of her 58th Street penthouse, much to the enjoyment of nearby apartment dwellers and office workers.

MUSICIAN, PAINTER AND LINGUIST

Although she started a career in the entertainment world while still a child, Esmé received an education in the arts. She has command of seven languages, is an accomplished musician, playing five instruments, and as a painter, her miniatures won for her a membership in London's Royal Water Color Society. Although the world has been her home, Esmé was born Esmeralda Consuelo Maria del Delgado de Holland in Wheeling Junction, West Va. She is half Irish, quarter Spanish and quarter

gypsy. Her father was Charles Holland, a retired Irish Guards captain, and her mother was Sofia Osvaldo who, under the professional name of Maria de Lisle, was a Wagnerian singer and concert soprano.

PUTS SHOWMANSHIP INTO SELLING

Esmé's sense of showmanship stands her in good stead in business. When she first tried to interest Sherman Billingsley of New York's famous Stork Club, in the idea of giving bottles of her perfume to favored patrons, she received no encouragement. A salesman she sent to see the night club operator was turned down flatly. As the salesman was leaving, he dropped, as though by accident, an open bottle of "Green Eyes" perfume on the carpet in the club's foyer. No amount of cleaning fluids and disinfectants could remove the odor. So pleasing was the lingering scent that a week later when the salesman returned he got an order.

DISTRIBUTION IN EXCLUSIVE CHANNELS

Several years ago Esmé began to experiment with her perfumes which, she says, are based on old formulas from Russia, and some of the odors were introduced in Paris before the present war started. When Esmé returned to this country in 1937 she brought the formulas with her, and with these as a basis her perfume business began to flourish. Distribution has been to exclusive outlets rather than on a mass basis. Special personal perfumes also are compounded for society leaders and internationally known women. Some of her perfumes retail for as much as \$35 an ounce. She now is creating lipsticks and nail polish in plastic cases, decorated with playing card designs for Latin-America. A sachet bag scented with Sweet William in the form of a skunk, called "Sweet Willie" has been introduced for the Christmas trade here.

Trend in Government

BUSINESS men who come to Washington are invariably disturbed by statements of those in authority that bureaucratic domination of industry and commerce must continue during the "reconstruction period." They note with misgiving that, whereas most of the control legislation of the last war carried explicit provision for termination of war authorities, every such proposal today has been defeated.

There is hope. The people are getting a taste of state control of their affairs. At war they gladly relinquish their freedom to buy and to sell; to decide for how much they shall work, and where and when and how; to count that day unusual that does not bring from Washington a new regulation of their once private affairs. They won't tolerate such control when peace comes. They see little difference between such a life and the authoritarian way they are sending their sons to fight against. Those sons, too, will have ideas about this when they return.—*Nation's Business*.

THE PRODUCTION OF OIL OF LIMES

Origin in West Indies many years ago uncertain . . .

Recent development in Mexico . . . History of citrus

fruits in the Americas . . . Varieties and propagation

by DR. ERNEST GUENTHER

Chief Research Chemist, Fritzsche Brothers, Inc., New York, N. Y.

OIL OF LIMES has long been produced in the West Indies and recently also in Mexico.

Citrus medica L. var. *acida* (syn. *Citrus aurantiifolia* Swingle), fam. *Rutaceae* is probably a native of East India, indigenous to the valleys of the outer Himalayas and the mountain ranges of Central India. According to S. Tolkowsky,¹ one must look for the original home of the genus *Citrus*, especially the lime, in the Malay Archipelago. It is a known fact that limes are abundant also on some of the south Pacific islands, for instance Tahiti and the Philippines. According to William J. Robbins,² director of the New York Botanical Garden, the lime seems to be a cultivated form of the wild lime of Burma, known as *Citrus Hystrix*.

LIMES' WESTERN ORIGIN UNCERTAIN

When and how the plant came to the West Indies and to Mexico is a question still open to conjecture. The problem applies not only to limes but to citrus

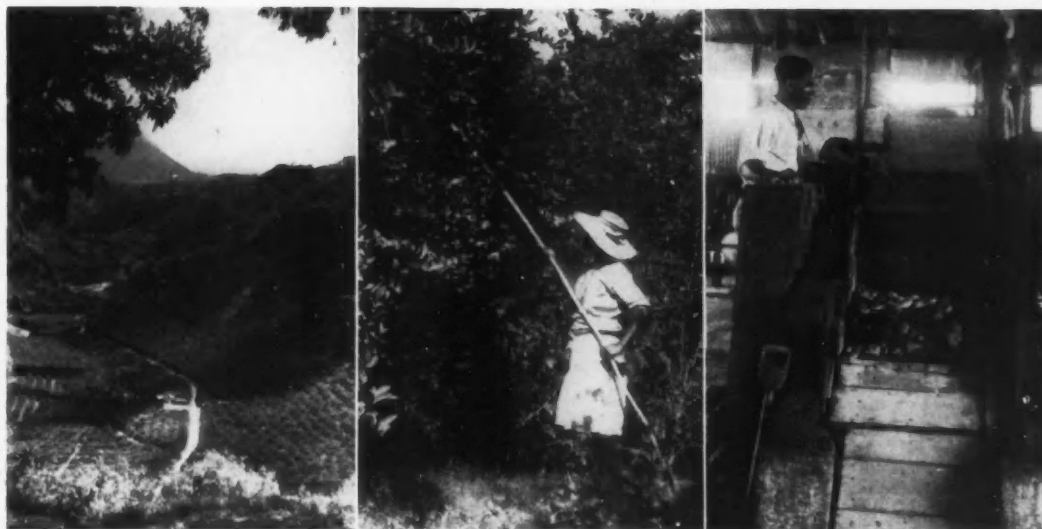
¹ *Hesperides: A History of the Culture and Use of Citrus Fruits*, London, John Bale, 1938.

² Private communication.

fruit in general, and the controversy is by no means settled. Most botanists believe that the various citrus species are natives of east India and that in the course of centuries they were introduced into the Mediterranean basin (Asia Minor, North Africa, Sicily and Spain) by the conquering Saracens and Moors. From historical records we know that the early Spanish colonists brought oranges and lemons to the New World and extended their cultivation to the West Indies, Mexico, California and South America, particularly Paraguay. There is no doubt that this is true of lemons and oranges but the sour lime, essentially a tropical plant, could not have withstood the occasional cold spells of the Mediterranean and must, therefore, have reached Central America directly from the tropics.

LIMES IN WEST INDIES 1535

Gonzalo Hernandez de Oviedo de Valdez, in his *General and Natural History of the Indies*, wrote as early as 1535 that orange trees were introduced from Spain into the island of Espagnola (present



Limes as well as other citrus fruit came to the West Indies centuries ago and the islands long have been an important source of the oil. Left, a lime plantation, Dominica; center, harvesting limes, Trinidad; right, crushing limes, also Trinidad

day Haiti and Dominican Republic) but that there existed also many lemon and lime trees. Tolkowsky³ mentions that as far back as 1525 lime trees grew widely throughout the West Indies and Central America. It seems improbable that the Spanish conquistadores could have brought the lime to the New World at such an early date, and we might, therefore, reasonably assume that *Citrus medica* var. *acida* existed in Central America before the discovery by Columbus. If not indigenous to the Western Hemisphere, how then did the sour lime reach America from its supposed original home in the Malay Archipelago or East India?

CITRUS FRUITS IN THE AMERICAS

We know that several citrus species and varieties are widely dispersed even in the most remote regions of Central and South America. The Indians of Paraguay, for instance, call the sweet orange (which according to records was introduced by the early Spanish missionaries) by its Spanish name, while they apply the old Indian name, as they do with all native products, to the sour orange, thereby indicating that it might have existed in Paraguay before the Spaniards arrived. Could it not be that some of the citrus species, especially the sour lime, were brought to South and Central America via the Pacific in pre-Columbus days? Malayan and Polynesian tribes, all great navigators, reached those parts of the Western Hemisphere during the first millennium after Christ. Many factors, such as mythology, sculpture, architecture, tattooing and even music, point to such migrations across the Pacific with the countless islands used as stepping stones. Some botanists and explorers of little known parts of Central America have found *Citrus medica* var. *acida* growing wild in completely isolated valleys where no white man ever before set foot.

From other records of early explorers, we learn that the lime tree was observed in the Comoro Islands (Madagascar) in Africa, the Cape Verde Islands and in Brazil, which would permit the theory that the tree came to Central America from its original home in Southern Asia and Malaya via Africa, the Cape Verde Islands and Brazil.

Hans Sloane, M. D., fellow of the College of Physicians and secretary of the Royal Society, mentions the occurrence of lime trees on Jamaica in 1688. In his volume entitled *A Voyage to the Islands Madera, Barbados, Nieves, S. Christophers and Jamaica with the Natural History of the Herbs and Trees, Four-footed Beasts, Fishes, Birds, Insects, Reptiles, etc. of the last of those Islands, . . .* Sloane says:

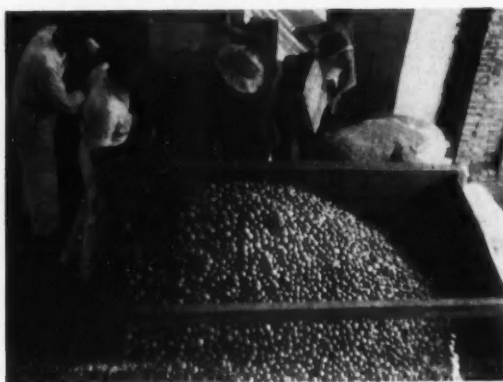
"These Trees are to be met with everywhere in this Island, in *Valderas* and *Guam*, *Dampier*.

"They grow wild in *Africa*, *Lob*.

"The Juice is squeez'd out of the ripe Fruit in a Press that they have for that Purpose, and after standing some Time to clear it self in the Cask, is sold to be sent over into *Europe*.

"It has a somewhat aromatic Taste which comes from the Rind, being press'd with the Pulp which makes it the more wholesome, it being an Antidote to

³ Loc. cit.



Limes are washed prior to distillation—Colima, Mexico

the Sowness of the Juice, which is apt to cause Gripes or the Belly-Ach.

"It takes away Thirst sliced with Sugar, brings away Sand, and stops *Gonorrhæas*; it does the same if drank with White-Wine, or unsalted Broath, to four, six, eight, or ten drops, *Ferr*.

"The Roots are diuretic and open Obstructions, being hot, dry, bitter, sharp, and of subtle Parts. The Juice is profitable to those who are hot and abound with Choler, if it be used as a Sause, especially if Sugar be put to it; Children and aged Persons are not to use it, being too cold; almost the same Caution is to be taken with *Sorbetti* or *Scerbetti*; it keeps from the Scurvy, the Sailors cure Ringworms, Scabs, and other Skin Diseases with it; and chymically prepared, it dissolves Pearl, and a little quiets the boiling of Sugar: A Draught of this boild with a little Water and Sugar, given in the Beginning of the Fit of a Fever, works by Sweat and Urine, and either cures or checks it, so that it goes off; this *Piso* try'd in several. It is a very good Antidote against the Bittings of Serpents. The Seeds are used with Success as well as their distill'd Oil, not only as an Antidote against all cold Poysons (as the Juice against hot, and contagious Diseases) but Worms. The Extract of the Flowers and Rind is good against the same. The Juice of the Tops cures poyson'd Wounds, *Piso*.

"Two Ounces of the Juice of Lemmons with as much Spirit of Wine prevents the Fit of an Ague, if given before it comes. Oranges and Sublimate are good for the Itch. The Seeds are good against Worms, as is the Juice. *Ger*.

"*Rocheport* was mistaken in saying that these Trees were particular to *America*.

"*Layfield* ap. *Purchas*, lib. 4 p. 1165 found them in *Porto-Rico*, numberless.

"*Jones* apud *Purchas*, Lib. 3. c. 9 § 1 p. 228 in the *Comorra-Isles* between *St. Laurence* and the Main Continent of *Africa*. *Dounton* ap. *Purchas*, lib. 3. cap. 12 § 4 p. 298 about *Surat*, where they are very refreshing for Voyagers. *ib.* p. 307. and at *Aden*.

"*Payton* ap. *Purchas*, lib. 4, cap. 9 § 1. p. 489 at *Mohelia* near the *Comorra* Isles differing from Lemmons. & *ib.* c. 15. § 1. p. 529. *Heynes*, lib. 5 c. 5. p. 622. *ib.* at *Mocha* & p. 624. *Sir Tho. Roe*, at *Molalie*. *ib.* lib. 4. cap. 16 § 1. p. 537.

"An *Anonymus* Portugal found them in *Brasile*, lib. 7. cap. 1. p. 1219 ap. *Purchas*.

"*Pretty* ap. *Hakl*. p. 3. p. 813. at *Puna Isle*, and in *Javd*. *ib.* p. 821.

"*Hughes*, p. 48. thinks the Juice of this Fruit sharper

than that of Lemmons and that 'tis good for the Scurvy and to make Punch.

"*Ligon*, p. 14, takes notice of these Trees in the *Cape-Verd-Isles*, and in *Barbados*, p. 22.

"The Lime-tree which is thick of Leaves and Prickles is a good Fence against Negroes and Cattle, *Ligon*, p. 70.

"Lime-trees are in great abundance in *Brasile*, *Laet. lib.* 15. cap. 15. where they are hurt by the Ants.

"Small Lemmons or Limes are mention'd to grow by *Jobson* in *Gambra*, p. 130."

ANOTHER HISTORIAN REPORTS ON LIMES

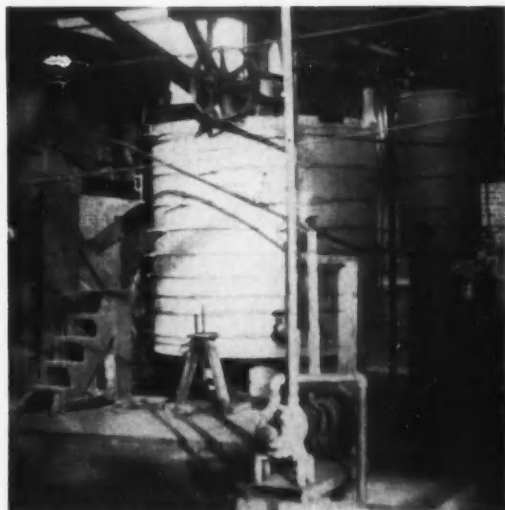
Whatever the truth about the introduction of the lime tree to America, all old records point to a very early occurrence in the New World. Atwood, the historian of Dominica, stated in 1741:

"The lemon and the lime trees bear also very aromatic scenting blossoms and the fruit of which is in great abundance, large and of excellent quality. Of these, the latter especially, great quantities are often sent in barrels to England and America. The neighbouring English Islands are likewise often supplied with them from this Island, especially Antigua and Barbados (both sugar producing Islands with large slave populations)."

During the first part of the nineteenth century, the lime tree was cultivated in Dominica only to a slight extent. About 1850 real cultivation was started on the island of Montserrat which soon became the headquarters of the lime industry until it was superseded by Dominica.

VARIETIES OF LIMES

The most widely distributed form of *Citrus medica* var. *acida* Brandis, is the one with thorny branches. In Mexico practically all lime trees are of this spiny variety but in the West Indies there exists also a spineless and seedless (Persian) type. It was first noticed in Dominica and grown from seedlings by H. F. Green, curator of the botanical station. From there it was later distributed in



A still for the distillation of lime oil in Colima, Mexico; the centrifuge at the right of the still serves for the extraction of coldpressed lime oil from coldpressed juice

Dominica and other islands, Trinidad and Montserrat, for instance. About 75 per cent of the seedlings come true to type.⁴ However, the acid content varies according to soil conditions and rainfall; in fact, it varies even in the fruits of certain trees of the same variety grown under identical conditions.

The spineless variety is said to be better adapted for cultivation in dry localities near the coast than in the elevated, humid districts. Strength of growth combined with good fruiting qualities are important factors. An experimental plot of the spineless variety yielded per tree and year slightly more than one barrel of fruit (160 pounds) over a period of six years, an excellent return considering that trees were planted as close as 12 by 12 ft.

PROPAGATED FROM SEEDLINGS

In former years the lime trees in the West Indies were usually propagated from seedlings. In fact, even today most of the crop originates from seedlings. Within recent years, however, comparatively large areas of mature seedling trees have died from still undetermined causes. The general symptoms consist in dying of sections of the root system, followed by death of the corresponding sections of the stem and branches. To prevent premature death, attempts have been made to bud the trees on root stocks of the bitter (sour) orange tree. Such budded trees seemed to promise a more satisfactory growth as well as resistance to root diseases and pests. Besides, the stronger root system affords better support for the trees during hurricanes. However, R. G. Fennah⁵ reports that West Indian lime trees budded on sour orange root show marked signs of physiological maladjustment of scion and stock. He attributes the slow growth and the generally lower yields of budded trees to this incompatibility. Budding on sour orange stock now is condemned on the island of St. Lucia, and the local department of agriculture advises using wild grapefruit stock of a certain type. To Trinidad growers, faced with the immediate problem of how to replace dead trees, the use of two stocks simultaneously has been suggested.⁶ With such an arrangement the stocks should be planted alternately in the rows. In Mexico, as we shall see later, the trees until recently were propagated mostly from seedlings.

(Continued in the December issue.)

The Best Airtight Container

IN SPITE of all the difficulties, we know of no toothpaste manufacturer who has decided to adopt any form of packing other than the conventional tube. Whatever the tube's disadvantages at the moment, the disadvantages of any other conceivable container seem to be far greater. Without glycerin, toothpaste will tend to dry up, its ingredients to become unstable; an airtight container therefore is the more indispensable.—*Manufacturing Chemist.*

⁴ Lime Cultivation in the West Indies, Pamphlet No. 72, Imperial Department of Agriculture for the West Indies. Issued by the Commissioner of Agriculture, 1913.

⁵ Report of the First Annual General Meeting of the West Indian Limes Association, Trinidad, 1941.

⁶ *Ibid.*

Packaging

PORTFOLIO



1. BABANI: Elusive perfume makes its debut in a crystal flacon handpainted in gold and white. One size only is offered.

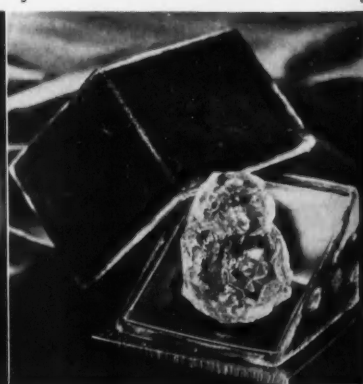
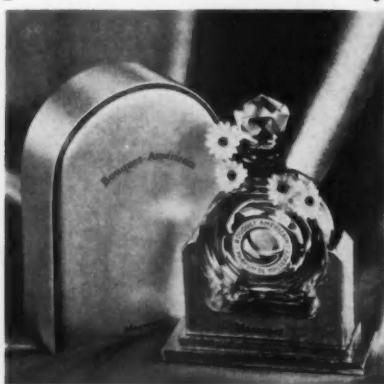
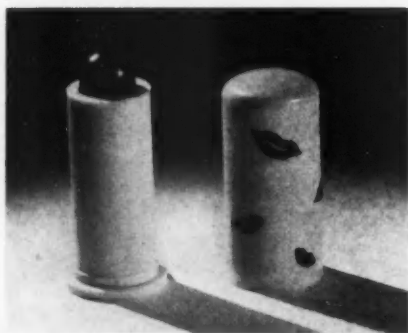
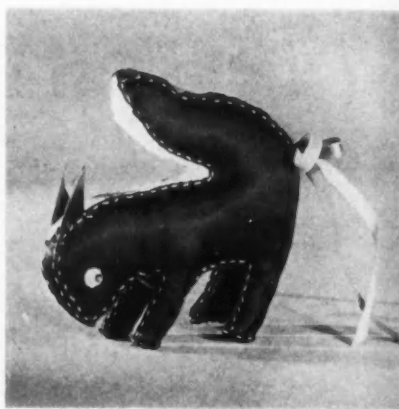
2. HELENA RUBINSTEIN: Red lips form an all-over pattern on this plastic jumbo lipstick case which comes in ivory, blue.

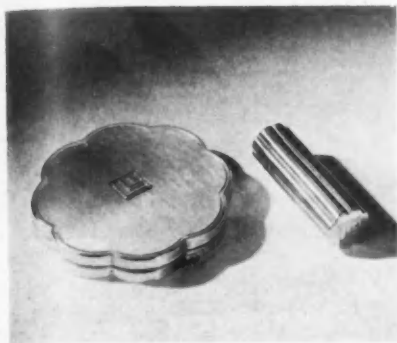
3. MASSENET: Altesse and Bouquet Américain perfumes appear in handsome presentations. Each has its matching eau de cologne.

4. PRIMROSE HOUSE: Durable, lightweight, roomy, holding only necessary beauty items are terms describing this new travel case.

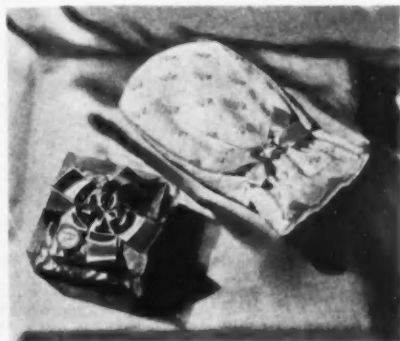
5. ORLOFF: Additions to the Attar of Petals apothecary jars include a milk glass replica of an old brass mortar and pestle.

6. ESMÉ OF PARIS: A new sachet, Sweet William, is skunk-shaped. It is made of black and white satin, pink trimmed.





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7. LUCIEN LE LONG: A scallop design adorns the sterling silver compact, also rouge case. A silver column holds lipstick.

8. MILKMAID: A flower-sprinkled powder mitten and satin sachets join the firm's bath line. The sachets come in three sizes.

9. MARIE EARLE: Of tweed, leather trimmed, filled with beauty aids, Victoria Case is a replica of Queen Victoria's case.

10. PRINCE MATCHABELLI: Cologne in a tambourine package and dusting powder come in a new fragrance, Gypsy Patteran.

11. BEAUTY COUNSELORS: For the whole family is this box of soap, one cake each for mother and father, two for children.

12. TUSSY: Ginger brown men and hearts against a peach background are the packaging theme for Ginger Spice, new bath line.

13. LIGHTFOOT SCHULTZ: Six jumbo cakes of bath soap are packed in a red, white and blue box, for men in armed services.

14. HOUSE FOR MEN: Grenadier Trio holds red, white and blue containers of cologne, after-shave lotion, soap shaving bowl.

15. ANNETTE JENNINGS: The dry shampoo, Minipoo, in sifter top container, with terry mitt, comes in a new pink, blue box.

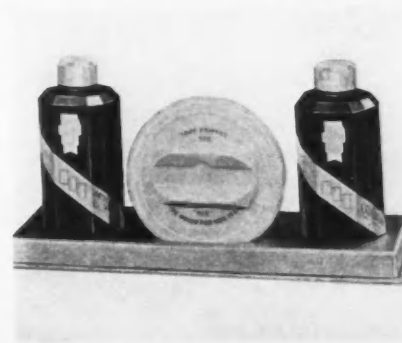
16. DOROTHY GRAY: Dancing figures in gay colors decorate the packaging of the new South American bath line of this firm.



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PURIFIED BONE FAT FOR SOAPMAKING

How to extract fat from bones . . . Purification and bleaching . . . Useful fat extracted from skin and tankage greases . . . Need for exploiting waste products

by PAUL I. SMITH

IT HAS become of the greatest importance that all by-products and waste products should be fully exploited. The animal fats recovered from bones and hide and skin offal are valuable materials which, apart from their intrinsic value, cannot be replaced by imports. It is, therefore, incumbent on the glue manufacturer to plan an efficient recovery of these essential by-products and also to take the most energetic and intelligent means possible to increase their usefulness by carrying out their purification.

There are three main types of grease recovered by the glue manufacturer:

1. Bone fat.
2. Skin greases.
3. Tankage greases.

Dealing first with bone fat, it should be clearly stated at the outset, that whereas in normal times this animal grease was always considered to be a low grade material suitable only for certain types of lubricants and for cheap soaps, today bone fat has become a valuable material greatly in demand by soap and grease manufacturers.

FRESH BONES HAVE MOST FATS

Lemkowitsch and Warburton, *Chemical Technology of Fats, Oils and Waxes*, page 756, state that fresh bones from heads, ribs, shoulder blades, etc., contain from 12 to 13 per cent fat. There is an appreciable diminution in the quantity of fat present in old bones due to the interaction of the fatty acids with the lime salts with the formation of calcium salts, e.g., calcium stearate, oleate and

palmitate. Coincident with this drop in the percentage of fat present in old bones, there is also a steady deterioration in the quality of the fat. This is immediately evident by the dark color and unpleasant smell of the extracted fat. The obvious lowering of quality due to the exaggerated time the fat is in contact with the calciferous substance of the bone is due mainly to the following factors:

1. Hydrolysis of the glycerides with the formation of free fatty acids and glycerine.
2. Action of fatty acids on calcium salts and the solution of the calcium soaps in the grease.
3. Oxidation of the bone grease.
4. Presence in the grease of appreciable quantities of calcium lactate and smaller amounts of calcium butyrate as well as free butyric acid.

It thus will be obvious that bones should not be allowed to accumulate and lie around for weeks before processing. The fresher the bones, the higher the yield of fat and glue and the better is their quality.

PREPARING BONES FOR FAT EXTRACTION

Another factor influencing quality of bone grease is the presence of blood, excreta and dirt on the bones at the time of extraction. Bone should always be well washed with warm water before crushing and boiling. A good suggestion is to shovel the bones on to an iron grill or grating and then allow a spray of warm water, temperature 150 deg. F., to pass over them for half an hour. Some glue manufacturers subject the washed bones to the action of sulphurous acid, one and one-half per cent solution.

for two hours so as to bleach the bone and act as a preservative. This acid steeping bath is recommended as its use undoubtedly brings about a marked improvement in the quality of fat and glue. Great stress is laid on these preliminary cleansing processes as they ensure an improvement in the quality of the fat extracted. If desired, washing can be carried out when the bones are crushed, but this may mean a loss of ossein and fat and the writer prefers the method described above.

There are two standard methods of fat extraction.

A. Steam extraction.

B. Solvent extraction.

The usual procedure, and still the best, is to extract the fat from the crushed bones in specially designed iron digesters at a pressure of 55 to 60 pounds per square inch. The fat obtained in this way is run off with condensed water and allowed to settle. It is boiled up in coppers until the moisture is down to the required level, strained and, if necessary, filtered. A fat extracted from fresh bones is white to cream in color, greasy consistency, not smeary or granular and possessing a faint but not unpleasant odor. Its specific gravity at 15.5 deg. C. is 0.914 to 0.916; solidifying point 15 to 17 deg. C.; melting point 21 to 22 deg. C.; saponification value 190.9 mgms. KOH; iodine value 46.3 to 49.6.

STEAM METHOD YIELDS 75% FAT PRESENT

The steam or autoclave method of extraction will secure a yield of 75 per cent of the fat present in the bones and ensure minimum discoloration. To recover the remaining quantity of grease, solvent extraction using trichlorethylene or benzene is necessary. This method, which depends for its efficiency on the extraction by means of hot solvent vapors, produces a dark (yellowish to brown) grease possessing a characteristic unpleasant odor and often having a somewhat crummy consistency. Bone fat extracted with trichlorethylene usually contains 86 to 88 per cent fat, 3 to 4 per cent mineral matter and 4 to 5 per cent water.

In the case of very old bones solvent extraction alone should be carried out so as to secure the minimum yield of fat. It is waste of effort to attempt the extraction of the fat by means of the autoclave method.

PURIFICATION OF BONE FAT

The plant required for efficient and economic purification, i.e., removal of impurities, bleaching and deodorization, need only be very simple. All that is required is a lead-lined tank for the acid treatment of the fat, an iron copper with a mixing device and equipped with steam coil or steam-jacketed heating and a plate and frame-type filter press fitted with steam-heated plates.

Best quality, i.e., white bone greases, should be melted down in the iron copper tank and the occluded water allowed to separate out. The dry grease then can be heated up with 7 per cent bleaching earth for 20 minutes and the mixture passed through the filter press.

In the case of low grade, i.e., dark bone greases,

the method recommended is chemical bleaching with combined oxygen, employing in this case potassium or sodium dichromate and acid. For every 100 kg. of oil, 0.5 to 3 kg. of dichromate (usually 0.5 to 1.5 kg.) is used dissolved in 3.4 times its weight of hot water. Sufficient acid is used to give a slight excess over the theoretical. If hydrochloric is used, it should be 18 to 20 deg. Be. (28 to 32 per cent) and it can be mixed with the aqueous dichromate solution. The writer recommends 1 1/4 to 1 1/2 kg. of dichromate dissolved in four times its weight of water and 2 1/2 to 2 3/4 kg. of hydrochloric acid (commercial). The method is quite simple. The oil is warmed to 6 to 7 deg. above its melting point and the dichromate solution mixed in with a stirrer, either with or followed by the acid. The mixture then is stirred until it resembles an emulsion, the mixing being facilitated if the acid and the dichromate solution are previously mixed before they are added to the fat. The temperature rises 8 to 10 deg. C. The process may require one hour or more. The mixture is allowed to stand, the chromic chloride solution drawn off and the oil washed with acidified hot water, then with pure water, till free from acid and chromic salts.

In some cases it is advisable to carry out a preliminary chemical bleaching with 1 to 1.5 per cent of 60 deg. Be. sulphuric acid. Treatment should take place in the cold or in the melted fat, stirring constantly during the addition of the acid which must be poured in the lead-lined tank in the form of a thin stream. After half an hour's agitation a sample of the oil is removed and examined to see whether the carbonized particles have clumped together and left the oil clear. The material is allowed to stand for a few hours or overnight and the oil syphoned off the next day from the precipitated dark gummy mass. It is washed several times with 5 per cent fresh hot water 80 deg. C. until the wash water is neutral.

The general principles of grease purification may be considered under the following main headings:

1. Removal of coarse suspended matter by settling and straining.
2. Physical purification by treatment with bleaching earths and subsequent filtration.
3. Chemical bleaching with sulphuric acid or dichromate and acid.
4. Drying by further dry heating where it is necessary to reduce moisture content.

SKIN GREASES

Certain types of stock which are purchased from the glue manufacturer contain a high percentage of animal fat and it is, therefore, necessary to remove and purify this first as it constitutes the most valuable by-product.

Frizings, or the fatty layer removed from sheepskin splits prior to dressing for chamois, contain a very high percentage of natural fat, and so do some of the waste materials from slaughter houses and butchers' shops. Extraction of fat from these materials is relatively simple. They should first of

all be thoroughly washed then preferably sliced or minced so as to facilitate extraction. Next the stock should be soaked in very hot water and then the fat extracted by pressure. To achieve this it is necessary to pack the material in canvas bags and to load up the press so that pressure is distributed evenly over the mass. The exuded fat is separated from the water and boiled up with open steam with 1½ per cent concentrated sulphuric acid to break down the calcium soaps. The next operation is washing with several changes of warm water, temperature 65 deg. C., to remove all traces of acid, screening and filtration. If desired, physical bleaching may be resorted to but usually it is unnecessary.

TANKAGE GREASES

From the evil smelling residue remaining in the glue pans after extraction of the grease it is possible to recover some useful fat. The tankage may contain as much as 10 to 15 per cent fat. One quite simple method which gives good results consists of boiling the mass with 2 per cent concentrated vitriol for three hours in a lead-lined tank, pressing the mass in a hydraulic press, and boiling up the fat with 5 per cent sulphuric acid. After several boilings the grease is washed repeatedly with a succession of warm and cold waters, boiled up to remove excess of moisture, screened, filtered and finally barreled.

Soap Sales Mounting

MANUFACTURERS' deliveries of soap were in good volume in the three months period ending September 30, according to tabulations of reports from 75 manufacturers who are estimated to make nine-tenths or more of all soap manufactured and sold in the United States, made by the Association of Soap & Glycerine Producers.

Following record high deliveries by soap makers in the first quarter of 1942, second quarter deliveries were sharply down, but the third quarter was well above average, with the result that deliveries for the nine months to September 30 are in excess of deliveries for the corresponding period in any previous year except 1941.

In the three months ending September 30, the sales of soap in pounds, not including liquid soap which is measured in gallons, totalled for 67 manufacturers whose reports make comparisons possible, 744,883,824 pounds. This compares with 601,824,490 pounds in the second quarter, which is an increase of 23.8 per cent. However, compared with 803,867,642 pounds delivered in the third quarter of 1941, the decrease is 7.3 per cent. Again, however, when compared with the quarterly average for the five years 1935 through 1939, the third quarter of 1942 is 18.6 per cent above average. It can be repeated, therefore, that the deliveries of the third quarter were in good volume.

Pounds of soap other than liquid delivered by these same manufacturers in the nine months to September 30 totaled 2,242,732,929 pounds. This compares with 2,513,420,981 pounds in the corre-

sponding period of 1941, which is a drop of 10.8 per cent. However, it is above the corresponding period in any other year since the association sales census was first undertaken in 1935. Nine months' deliveries by these same manufacturers in the years 1938, 1939, and 1940 were consistently between 2,000,000,000 and a trifle over 2,150,000,000 pounds; while nine months' deliveries in years previous to 1938 were in each instance below 2,000,000,000 pounds. It can be repeated, therefore, that except for the high deliveries in 1941, the rate of delivery in 1942 somewhat exceeds any other year. This is before, however, the limitation on fats for the soap kettle made effective September 1st by War Production Board order M-71.

Total sales of liquid soap by 40 manufacturers whose reports make comparisons possible show 539,792 gallons delivered in the third quarter of 1942, compared with 608,867 gallons in the second quarter of 1942, and 670,998 gallons in the third quarter of 1941. Deliveries in the nine months to September 30 were 1,862,144 gallons, which is 2 per cent less than the corresponding 9 months of 1941.

In dollars, aggregate soap sales in the third quarter of 1942 made by 74 manufacturers whose reports make comparisons possible, totaled \$94,672,287. This compares with \$76,304,412 in the second quarter, and \$107,389,936 in the first quarter. Dollar sales for the nine months aggregate \$278,366,635 which is 8.8 per cent ahead of the corresponding period of 1941.

Bleaches for Soft Soaps

FOR the bleaching of soft soaps there is no doubt that one of the most useful agents is ammonium persulphate. This chemical can be crutched easily into the boiled and finished soap and left for eight hours to effect the desired improvement in color and odor. In the case of linseed oil soft soaps this bleach is not always completely satisfactory and it is preferable in this case to give the oil a preliminary bleach before saponification. Another useful bleach for soft soaps is sodium hydrosulphite and it is claimed to be more economical in use and the bleaching action is immediate.

The general procedure with white soft soaps is to spread the hydrosulphite over the soap and then crutch in. The soap does not alter in consistency during the bleaching, keeps like other soaps, has a fine silvery sheen and is free from objectionable odors. It can be packed as soon as it is cold without danger.

Soap as a Road Builder

THE VALUE of soap as a road-building material was tested recently in experiments made by the Michigan state highway department. Soap was mixed with fine sand and used in an effort to resist surface-scaling resulting from the use of calcium chloride and sodium chloride spread to remove ice in the winter.



NEW ALCOHOL TAX IN EFFECT

Drawback and floor stocks tax provisions in amendment to 1942 revenue law . . . Hearing likely before clarifying regulations are issued.

THE TEXT of the tax on distilled spirits drawback and the floor stocks tax follows:

SEC. 602. DISTILLED SPIRITS

(a) *Rate on Distilled Spirits*.—Section 2800 (a) (1) is amended by striking out “\$4” and inserting in lieu thereof “\$6”.

(b) *Rate on Imported Perfumes Containing Alcohol*.—Section 2800 (a) (3) is amended by striking out “\$4” and inserting in lieu thereof “\$6”.

(c) *Drawback on Distilled Spirits*.—The third paragraph of section 2887 is amended by striking out “\$4” and inserting in lieu thereof “\$6”.

(d) *Floor Stocks Tax*.—Section 2800 is amended by inserting at the end thereof the following new subsection:

“(j) *1942 Floor Stocks Tax*.

“(1) *Tax*.—Upon all distilled spirits upon which the internal-revenue tax imposed by law has been paid, and which on the effective date of Title VI of the Revenue Act of 1942, are held and intended for sale or for use in the manufacture or production of any article intended for sale, there shall be levied, assessed, collected, and paid a floor stocks tax of \$2 on each proof-gallon, and a proportionate tax at a like rate on all fractional parts of such proof-gallon.

“(2) *Returns*.—Under such regulations as the Commissioner with the approval of the Secretary shall prescribe, every person required by paragraph (1) to pay any floor stocks tax shall, on or before the end of the thirtieth day following the effective date of Title VI of the Revenue Act 1942 make a return and shall, on or before the first day of the third month following such effective date, pay such tax. Payment of the tax shown to be due may be extended to a date not later than the first day of the tenth month following the effective date of Title VI of the Revenue Act of

1942, upon the filing of a bond for payment thereof in such form and amount and with such surety or sureties as the Commissioner, with the approval of the Secretary, may prescribe.

“(3) *Laws Applicable*.—All provisions of law, including penalties, applicable in respect of internal-revenue taxes on distilled spirits shall, insofar as applicable and not inconsistent with this subsection, be applicable in respect of the floor stocks tax imposed hereunder. For the purposes of this subsection the term ‘distilled spirits’ shall include products produced in such manner that the person producing them is a rectifier within the meaning of section 3254 (g).”

(e) *Exemption of Alcohol Imported for Industrial Purposes*.

(1) *Amendment to Internal Revenue Code*.—Part II of Subchapter C of Chapter 26 (relating to industrial alcohol) is amended by inserting at the end thereof the following new section:

“SEC. 3125. IMPORTATION OF ALCOHOL FOR INDUSTRIAL PURPOSES.

“(a) *Importation Without Payment of Internal Revenue Tax*.—Under regulations to be prescribed by the Commissioner, with the approval of the Secretary, and subject from the time of its withdrawal from customs custody to all the applicable provisions of this part, alcohol of 160 proof, or greater, may be imported into the United States and be withdrawn, in bond, from customs custody, without payment of the internal-revenue tax imposed by section 2800 upon the act of importing such alcohol, for transfer to industrial alcohol plants, alcohol bonded warehouses, and denaturing plants for redistillation or denaturation and withdrawal, or withdrawal without redistillation or denaturation, tax free or tax paid, as the case may be, for all the purposes authorized by this part. If such alcohol is withdrawn from the said industrial alcohol plants,

alcohol bonded warehouses, or denaturing plants for beverage purposes, there shall be paid upon such withdrawal an additional tax equal to the duty which would have been paid had such spirits been imported for beverage purposes, less the duty already paid thereon.

"(b) *Withdrawal Tax Free for Use of United States.*—Alcohol may be withdrawn from customs custody by the United States or any governmental agency thereof for its own use, free of internal-revenue tax, under such regulations as may be prescribed."

(2) *Effective Date of Subsection.*—Notwithstanding section 601, this subsection shall take effect on the day following the date of enactment of this Act.

(f) *Drawback If Distilled Spirits Used for Certain Purposes.*—Section 3250 (relating to taxation of distilled spirits) is amended by inserting at the end thereof the following new subsection:

"(1) *Manufacturers or Producers of Designated Nonbeverage Products.*

"(1) *In General.*—Any person using distilled spirits produced in a domestic registered distillery or industrial alcohol plant and fully tax-paid in the manufacture or production of medicines, medicinal preparations, food products, flavors, or flavoring extracts which are unfit for beverage purposes and are sold or otherwise transferred for use for other than beverage purposes upon payment of a special tax per annum, shall be eligible for drawback as hereinafter provided for.

"(2) Such special tax per annum shall be graduated in amount as follows:

- (a) for total annual withdrawals not exceeding 25 proof gallons, \$25 per annum;
- (b) for total annual withdrawals not exceeding 50 proof gallons, \$50 per annum;
- (c) for total annual withdrawals of 50 proof gallons or more, \$100 per annum.

"(3) *Requirements.*—Such person shall register annually with the Commissioner; keep such books and records as may be necessary to establish the fact that distilled spirits purchased by him and fully tax-paid were used in the manufacture or produc-

tion of medicines, medicinal preparations, food products, flavors, or flavoring extracts which were unfit for use for beverage purposes; and shall be subject to such rules and regulations in relation thereto as the Commissioner, with the approval of the Secretary, shall prescribe to secure the Treasury of the United States against frauds.

"(4) *Investigative powers of Commissioner.*—The Commissioner, for the purpose of ascertaining the correctness of any claim filed under this subsection is authorized, by any officer or employee of the Bureau of Internal Revenue, including the field service, designated by him for that purpose, to examine any books, papers, records, or memoranda bearing upon the matters required to be alleged in the claim, and may require the attendance of the person filing the claim or of any officer or employee of such person, or the attendance of any other person having knowledge in the premises, and may take his testimony with reference to any matter covered by the claim, with power to administer oaths to such person or persons.

"(5) *Drawback.*—A drawback at the rate of \$3.75 on each proof gallon shall be allowed on distilled spirits tax-paid and used as provided in this subsection and be due and payable quarterly upon filing of a proper claim with the Commissioner. No claim under this subsection shall be allowed unless filed with the Commissioner within the three months next succeeding the quarter for which the drawback is claimed."

COMMENT ON THE STATUTE

The following comment on the statute is made by the Flavoring Extract Manufacturers Assn.:

During the time the new revenue bill was pending in conference the mode of process relating to construction and application of the tax differential in the event of enactment was discussed with officials of the Joint Committee on Internal Revenue Taxation. Unofficially, it was agreed that every person required to pay floor stocks tax on distilled spirits in their possession would have to file a return within thirty days (November 30, 1942) setting forth the quantity of distilled spirits on hand and the amount of tax due; that the tax is due and payable on or before the first day of the third month (January 1,

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1943); that the payment of tax may be extended to not more than ten months (August 1, 1943) upon filing of a bond, proper forms and approved surety or sureties, as the commissioner with the approval of the secretary shall prescribe.

Every person entitled to a drawback or refund at the rate of \$3.75 on each proof gallon, etc., of distilled spirits in his possession shall file a proper claim with the commissioner, which claim shall become due and payable quarterly.

The revenue bill further provides that no claims shall be allowed unless filed with the commissioner within three months succeeding the quarter for which the drawback or refund is claimed; therefore claims filed in the first quarter would not become due and payable until the second quarter.

"It is expected that the Treasury Department will immediately proceed to carry into effect the mandates of said amendment. A hearing with officials of the Alcohol Tax Unit and the Treasury Department may be held before regulations are promulgated. It is recommended that during the interim our entire membership, for its own future use, proceed to make up an inventory of all distilled spirits on hand as of October 31, 1942, for use in preparing necessary information for the Treasury Dept.

It is also recommended that manufacturers make up an inventory of all finished extracts and/or flavors or other articles containing alcohol at the present rate of \$4 per proof gallon. Such records would be of value in justifying continuation of existing prices until existing stock has been disposed of and further for determining the actual cost of said products.

Information received indicates that the Alcohol Tax Unit is drafting regulations which in part will provide that a claim for drawback may be filed only on distilled spirits actually used in the production of a non-beverage article or sold or transferred for use other than beverage purposes. In other words, there will be no drawback on distilled spirits rendered unfit for beverage purposes or already in the process of manufacture, or in the possession of the processor.

The Alcohol Tax Unit is endeavoring, first, to safeguard treasury revenues and, second, in its requirement of books and records to be kept, make same as little complicated as possible. Thus far it has been the position of the Alcohol Tax Unit that manufacturers will be required to keep an accurate record of all distilled spirits on hand November 1, 1942, as likewise all distilled spirits purchased, date, etc.; articles manufactured and percentage of distilled spirits contained therein; quantity of articles sold; amount of inventory, and an accounting of any difference that may exist.


California Flavor Men Carry On

AT THEIR monthly dinner meeting held at Lindy's Restaurant, Los Angeles, Oct. 22, with Charles S. Marston, Jr., presiding, the members of the Flavoring Extract Manufacturers' Assn. of California decided, after discussion, to continue the organiza-

& Essential Oil Review

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tion's activities during the emergency. It was felt by those present that the association is needed now more than ever before and that as far as possible it should continue all its activities. Members unable to attend meetings are to be mailed special reports. It is also planned, where necessary, to keep in touch with them by telephone.

President Marston outlined the new alcohol tax measure as he saw it. It was reported that as far as the delivery of merchandise is concerned, the industry in this section has not been seriously handicapped by the tire situation to date. Members voted unanimously to attend a Red Cross blood bank station in a body before the end of the month and offer a pint of blood each. An official of the B. F. Goodrich Tire & Rubber Co. gave a demonstration of synthetic rubber manufacture, along with an illustrated lecture on tires and transportation. He was rather optimistic concerning the tire outlook.

Supplemental Sweetenings

SUPPLEMENTAL sweetenings such as corn sugar, corn syrup, sargo syrup, honey and maple syrup, used last year, were equivalent to about a million tons of raw sugar. At present the production of these sweetenings is a third of the output of all sugar and sweetenings combined. All told, the production of the supplemental sweetenings will be about 288,000 tons greater than last year.

November, 1942 45



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New Products and Processes

Grease-impervious paper boxes

A grease-impervious paper box for packaging ointments and similar substances is offered by the Randolph Paper Box Co. The item was first produced in 1876 before tin came into general use. During the last World War it was used as a substitute for metal and glass for packaging grease-based products. To meet the present demand for the container, the company has built two additional plants, and a staff of three chemists is employed 24 hours daily to improve the product and make it as adaptable to present needs as is possible.

A late improvement is an outside covering of parchment paper which supplements the grease impervious chemical compound which coats the inside of the box. The company reports that up to the present no paper package can be rendered impervious to both water and grease in the same degree. But this improved box, it is stated, can successfully package substances which have a water content up to 5 per cent. The container is made in four sizes ranging from one-half ounce to four ounces. Further details and samples may be had by writing to the company.

All plastic rouge box

An all plastic rouge box with a mill-edged base and a wedge lock closure is announced by Harry Broder, 7 E. 47th St., New York, N. Y. The box is 1 7/8 inches in diameter and is obtainable in all colors and color combinations for immediate delivery. Further details about the box may be obtained.

Pipe joint compound

A substitute for litharge and glycerine, which is claimed to be an improvement over this combination for use in ending pipe leaks permanently, is offered by the X-Pando Corp. Its product, X-Pando Pipe Joint Compound, is claimed to go 4 to 6 times further than ordinary compounds and is less expensive than litharge and glycerine. A folder describing the product will be sent upon request.

Extinguishing alcohol fires

Large alcohol fires, one of the most difficult of all to control, may now be extinguished by Alcofoam, according to the American LaFrance-Foamite Corp. It forms a smothering blanket that snuffs out flames in alcohols, ketones, esters, ethers and other inflammable liquids, and it is equally effective on petroleum fires too, it is claimed.

Poured into any single powder generator and carried through a water stream, Alcofoam powder generates a foam which floats on the lightest liquid surface. Applied at the time of the fire through fixed connections on storage tanks, or directed through hose, the company states it extinguishes the flame by cutting off the supply of oxygen. Further details about it may be had by writing to the company.

Detergent in tablet form

A new product for the washing of fine products has been announced by General Bandages, Inc., Chicago, Ill. The product called Deleet, is made up in tablets rather than in flakes or the usual conventional forms. The sudsing tablets are described by the company as "an amazing new discovery that completely changes the old ways of washing stockings, undies, sheer fabrics." Deleet is said to be efficient in both soft and hard water forming no "soap curds."

American filterpapers

Analytical filterpapers made from American raw materials by American chemists are equal to the best that have been produced abroad, according to an announcement by Carl Schleicher & Schuell Co. The company has issued a bulletin describing the filterpapers and their properties, a copy of which will be sent upon request.

Super sifter

An efficient overhead supported screening or sifting device which can employ almost any depth of sieves, giving fine screening area up to 176 sq. ft., is offered by the Richmond Mfg. Co. in the Niagara Super Sifter. Any material requiring screening on meshes ranging from 2 to 250 per lineal inch may be used in it. Full details about it will be sent on request.

Synthetic rubber hose

Hose resistant to the action of oils, gasoline or other solvents of natural rubber is offered by the B. F. Goodrich Co. The hose is made entirely of Ameripol synthetic rubber and it is stated that new construction affords stronger adhesion of all parts with an additional margin of safety against ply separation.

Drum and barrel carrier

A new drum and barrel carrier has been announced by the Ernst Magic Carrier Sales Co. The model is of three wheel construction, and permits a

straight vertical lift from the floor to prevent overflow of contents from open-head containers. This new model, according to the company, was designed to handle light wood, fiber, paper barrels and light gage steel containers, and has a capacity of 800 pounds. Complete information is available.

Announcements

Coumarin in flavors

The use of coumarin in flavors and in industrial deodorizers is treated in an interesting article in the latest issue of the *Givaudanian*, published by Givaudan-Delawanna, Inc., 330 W. 42nd St., New York, N. Y. Anyone who has not received a copy may have one by writing to the company.

Electron microscope

The National Chemical Exposition to be held November 24-29 at the Hotel Sherman, Chicago, will feature the first symposium of electron microscopists. The exposition and National Industrial Chemical Conference will be the second sponsored by the Chicago section of the American Chemical Society.

War control handbooks

Two new war control handbooks, one digesting all price and priority regulations and the other summarizing the controls on imports and exports, have been published by the New York *Journal of Commerce*. The War Controls Guide consists of 32 pages and gives a brief digest of the various regulations and amendments. The Import-Export Control Index lists all existing controls in imports and exports along with the shipping priority rating and licensing symbols assigned to the various commodities. Each handbook is sold for 25 cents.

Air Transportation makes its bow

Air Transportation, a new and enterprising publication published by John F. Budd, 10 Bridge St., New York, N. Y., begins its career with the October, 1942, issue at a time when the eyes of the world are on cargo by air. With the genius that has marked his other enterprises with the stamp of success, Mr. Budd has long felt that airplanes will one day carry virtually all foreign freight as well as most domestic freight. The new publication is devoted exclusively to shipping by air. It is not anti-ship, anti-rail or anti-truck—it is pro-air, because it believes that sooner or later cargo by air will be a mighty force in both domestic and international trade which no shipper can ignore. *Air*



First copies of Air Transportation mailed

Transportation, according to the announcement of the publisher, will explore the whole field of cargo by air from the standpoints of shippers, manufacturers, forwarders, importers and exporters. Copies are 50 cents each.

Double swivel lipstick container

Harry Broder, New York, N. Y., reports increasing sales of his DeLuxe Double Swivel lipstick container as well as of his other numbers, Junior and Senior Pushup, these featuring a double-slot with twin sliding buttons. The latter prevent cap smear even when the cap is put on while the stick is exposed. The double-slot feature prevents tilting or wobbling. Junior and Senior are particularly designed to meet the demand for popular priced containers.

All out federal taxes

The CCH Federal Tax Guide Service in one handy loose-leaf volume is offered by the Commerce Clearing House, Inc. The service is claimed to be complete to date and will be sent on 15 days' free use and examination, subject to approval or return.

Messenger service

To take the place of telegraph messenger boys who are no longer available for specialized service, the Assn. of Messenger Services with more than 26 offices in the business districts of New York, N. Y., offer efficient specialized service. Any point of the business district in New York City can be reached by the nearest messenger office service within a few minutes, it is stated. All out-of-town deliveries and pick-ups are efficiently handled and a deferred service at less cost can be arranged for volume deliveries. Uniformed or non-uniformed messengers are available. Articles handled by the association messengers are insured. Further details of the service may be had upon request.

Books to Aid You

DRUG PRODUCTS: Labeling, Packaging, Regulation. Arthur Donald Herrick. 6x9 in., 466 pages. Revere Publishing Co. 1942. Price \$7.50.

The practical problems confronting manufacturers, packers and distributors of cosmetics and drug products are answered simply, directly and fully in this convenient and authoritative volume. It is written by an experienced lawyer in layman's language. Unquestionably, it is the most timely book on the subject and probably the most complete, for it was not written until three years after administrative policies had been clarified and formulated in the crucible of experience.

In it are given hundreds of helpful suggestions, precedents and references, and it contains hundreds of usable label forms, suggestions, hints and warnings against possible violations. It does not cover food aspects of the law. The scope of the book is indicated by the following chapter headings: Federal Drug Legislation; Products Subject to the Act; Misbranded Drug Products; False and Misleading Labeling; Packaged Drug Products; Informative Labels; Adequate Directions and Warnings Against Misuse; Packaging Drugs; Fraudulent Drug Products; Dangerous Drug Products; Label Display and Prominence; Products Exempt from Labeling; Adulterated Drug Products; Contaminated and Harmful Drug Products; Official Drugs; Maintenance of Non-Official Standards; New Drugs; Submission of New Drug Application; Refusal and Suspension of New Drug Application; Cosmetics; and an Appendix. In the latter are included FDA Action on Crude Drugs from 1906 to Date; FDA Methods of Testing Antiseptics; Federal Food, Drug and Cosmetic Act; General Regulations Relating to Drug Products; Table of Cases Cited; Table of Trade Correspondences Cited; and Bibliography.

The book should enable the average manufacturer or distributor to understand and apply without much trouble the statutory requirements to his particular business.

THE ELECTRON MICROSCOPE. E. F. Burton and W. H. Kohl. 231 pages. 6 1/4 x 9 1/4 in., numerous illustrations, photographs and drawings. Reinhold Publishing Co., 1942. Price \$3.85.

The amazing development of the electron microscope, which is 100 times as powerful as the best optical microscope, has centered attention on this instrument as a tool of research likely to reveal much that hitherto has been obscure to scientists. When it is

realized that the electron microscope could magnify a dime to more than a mile wide or a human hair to more than 40 ft. in breadth it may be presumed that an approach has been made to the revelation of molecules themselves.

Dr. Burton, head of the department of physics and director of the McLennan Laboratory at the University of Toronto, has already received international acclaim for developing the electron microscope; and he was assisted in the preparation of the book by Dr. W. H. Kohl, of Rogers Radio Tubes Ltd., Toronto. Eight years was required on the investigation for taking magnified pictures without light. The scope of the book is well indicated by the following chapter headings: Vision, Light Microscopes, What Is Light?, Wave Motion and Wave Motion Media, The Wave Theory of Light Accepted, The Electromagnetic Theory of Light, The Electron, The Dual Theory of Light, The Dual Theory of the Electron, The Motion of Electrons in Electrical Fields, Electrostatic Electron Mirrors and Lenses, Magnetic Lenses, History of Electron Microscope, Electrostatic Electron Microscope and Applications of It; Compound Electron Microscope—Magnetic Type, and What the Electron Microscope Can Accomplish. A general bibliography adds to its value.

LABOR ARBITRATION, PRINCIPLES AND PROCEDURES. John A. Lapp, L.L.D. 5 1/2 x 8 1/4 in., 236 pages. National Foreman's Institute. 1942. Price \$3.50.

The author was formerly chairman of the Coal Labor Board, second division; referee, National Railroad Adjustment Board and a member of the Petroleum Labor Policy Board. He dedicates this book to the leaders of labor and industry who have hammered out on the anvil of experience a system for the peaceable adjustments of disputes through the processes of conference and arbitration in the hope that their examples in the establishment of constitutional government in industry may be followed widely. In it he outlines briefly and in practical terms procedures and principles that might be followed in making labor arbitration more effective.

An idea of the contents may be had from the following chapter headings: The Field of Arbitration, Types of Labor Cases, the Law of Arbitration, the Arbitration Tribunal, the Organization of an Arbitration, Procedure, Preparing the Case, the Award, the Arbitrator's Responsibility and an appendix of 55 pages giving provisions of collective bargaining contracts.

AMONG OUR FRIENDS

► Richard M. Krause, Jr., of Richard M. Krause, Inc., New York, N. Y., has enlisted in the army and is now in Company E, 107 Medical Training Corps, 1st Platoon, at Camp Robinson, Ark. Private Krause is the son of Richard M. Krause who has been known to the allied industries for many years as a manufacturer of labels. On completion of



R. M. Krause, Jr.

his education Private Krause joined the company founded by his father and was associated with it up to the time of his enlistment. His specialized education and training fit Private Krause very well for the important duties he will be called upon to perform in the medical corps.

► Glen Williamson, secretary of Charm Products, Inc., Los Angeles, has become a captain in the chemical warfare division of the army. Mr. Williamson is a former member of the Utah State Guard and is known as an expert pistol shot. Paul Richmond, treasurer of the firm, who joined the navy last year, has now been given a commission in that branch of Uncle Sam's fighting services.

► Philip Van Itallie, technical editor of *Drug Trade News*, is receiving the congratulations of his many friends on the arrival of Philip Karel Van Itallie on October 17, 1942. Both mother and son are reported to be doing very well.

► Mrs. Frank Fairbanks, founder and for many years president of Ex-cel-cis Beauty Products Co., Salt Lake City, Utah, and her husband, Frank Fairbanks, celebrated their 56th wedding anniversary the latter part of October by holding open house at their home. They were married in Logan, Utah, October 20, 1886. Natives of Utah, they have five sons and daughters, 23 grandchildren and 14 great-grandchildren. Mrs. Fairbanks retired from the presidency of the firm sometime back and one of her sons, Lynn R. Fairbanks, is president today. She began the business in a very small outbuilding in Salt Lake City, making the products herself and selling them. She continued in charge of the business end as well as the production end until the firm grew so large that it had to be departmentalized and she became

the president, retiring from the active management with advancing years.

► William D. Wood, Ogden, Utah, president of the Utah Pharmaceutical Assn., has been appointed vice-president of an organization called Vote for Independence, Inc., which is waging a determined fight in behalf of the anti-chain store act enacted by the 1941 legislature, but held up until the November elections because of the chains' success in getting sufficient voters to sign a petition calling for a popular vote before permitting the measure to become effective. The law, it is held, would stop the growth of chain stores in Utah.

► Peter E. Davis, assistant sales manager of Ansbacher-Siegle Corp., Rosebank, Staten Island, N. Y., has been granted a commission as an ensign in the United States Coast Guard and now is in training at a station in Florida.

Ensign Davis took a series of examinations to obtain a third mate's license, thereby entitling him to his commission. Mr. Davis, who is married and resides in Staten Island, has been with Ansbacher-Siegle for six years. Previously he was with Fred'k H. Levey Co., of Philadelphia, Pa. Mr. Davis' duties will be taken over by S. S. Theil, treasurer.

► W. D. McCoy, eastern representative of Luxor, Ltd., has been granted a leave of absence for the duration. He now is serving with the army air corps.

► Richard Salomon, president of Charles of the Ritz, recently resigned and has enlisted in the armed forces of the



Richard Salomon



Robert E. Curran

United States. His duties have been taken over by Robert E. Curran, assistant to the president. Mr. Curran has

been with Charles of the Ritz for the past three years. Prior to that he was with the Macy, Bamberger and Kresge stores.

► Dr. Albert B. Pacini has obtained permission from the War Production Board to rejoin the American Home Products



Dr. A. B. Pacini at his Washington desk

Corp., retaining his status as a consultant, subject to call at the service of the WPB whenever required. Dr. Pacini feels that the Drug and Cosmetic Section of the Chemicals Branch of the War Production Board in its work to promote the war effort is, and has been, doing a praiseworthy job and is deserving of the industry's unstinted cooperation so that all may the sooner return to our democratic system of free enterprise. Dr. Pacini believes that the industry as a whole realizes this.

► M. D. Griffith, executive vice-president for the past fifteen years of the New York Board of Trade, Inc., New York, N. Y., has been granted a leave of absence to accept a special assignment with the War Department. Mr. Griffith will be located in Washington on a temporary basis until December 15. During Mr. Griffith's absence, John C. Ostrom will serve as acting executive vice-president. Mr. Ostrom, however, will continue in his present post as secretary of the Drug, Chemical and Allied Trades Section.

► Charles D. Smith, president of the Smith-Faus Drug Co., Salt Lake City, Utah, has received a commission as a captain in the inspector general's department of the United States Army. Mr. Smith has been a reserve officer since the last war. He was a member of the Salt Lake City Public Library Board, a position he has just resigned because of his entrance into the Army.

► Dr. Ivor Griffith, dean of the Philadelphia College of Pharmacy, was the speaker October 15 at the Palmyra-Riverton, N. J., Rotary Club. His subject was "Science in War." On October 14 Dr. Griffith addressed the Philadelphia Rotary Club on "Disciplined Democracy."

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Aromatic Chemicals - Essential Oils

► Walter A. Conklin, who recently joined Evans Chemetics, Inc., New York, N. Y., as private brand contact representative, has had a colorful career. He was born in Yonkers, N. Y., where he still lives. Following the completion of his education he joined the Westchester Lighting Co. as cadet engineer and subsequently worked in the next six



W. A. Conklin

years in various departments of the company. He left to join the Chemical Warfare Service under Col. Frederick G. Zinzer, father of John Zinzer, head of Sharp & Dohme. He served at the Edgewood arsenal. After the war he was secretary to the Fifth Liberty Loan in Yonkers which raised \$2,600,000 in ten days, which was well above the quota. Subsequently he was secretary for the Armenian Drive under Alfred W. McCann and Rabbi Tarish. In 1920 he helped to lay out districts for the New York Board of Trade and Transportation. Becoming interested in politics at that time he ran for the assembly in the North Yonkers district and lost by two votes. After serving in the automobile business for a few years he entered the cosmetic business, joining Pinaud, Inc., of which John Quinn was then the head. Mr. Quinn invited Mr. Conklin to join the sales staff of his company. Subsequently Mr. Conklin was with Tussy and Helfrich Laboratories, serving with the latter company for about six years. He is vice-president of the Foragers of America and his skill in arranging social affairs has led to his appointment on the entertainment committee whenever anything of note is planned.

► Fred Kaltenbach, buyer of the San Diego branch of the Western Wholesale division of McKesson & Robbins, Inc., has been promoted to the newly-created position of operating manager of the branch. Don Six, formerly of the divisional headquarters in Los Angeles and more recently with the Phoenix, Ariz., branch, has become buyer in San Diego.

► C. W. Reiber, Columbus, Ohio, president of the National Paper Box Manufacturers' Assn., announces that the annual convention will be held May 16-19, 1943, at the Drake Hotel, Chicago.

► Vernon O. Hewlett, one of the owners of the Hewlett Bros. Co., Salt Lake City, Utah, flavoring manufacturers, has

been chosen a member of a committee of Utah business executives, welfare workers and educational authorities who will advise on the use of students as recruits in the new industrial army of the state. Another honor which came to the same executive in September was his election to the office of lieutenant-governor for the Utah-Idaho district of the Kiwanis Club.

► Roscoe C. Edlund, manager of the Association of American Soap and Glycerine Producers, Inc., explained in detail to the American Trade Association Executives at their annual convention in New York Nov. 5 how the government, industry and advertising work together in the fats salvage campaign. "While individual problems differ," Mr. Edlund said, "every trade association must strive to see that there are rendered to government in war those many services which by virtue of long experience, business men are best qualified to perform. In many instances they can be rendered only through associations."

► George Arndt, Arizona representative for the Colgate-Palmolive-Peet Co., with his headquarters in Phoenix, is the father of a boy to be known as George, Jr., born Sept. 26.

► Col. Marston Taylor Bogert, professor emeritus of organic chemistry at Columbia University, whose research in the field of aromatic chemicals is known through the entire world, has been elected honorary member of the council of the Society of Chemical Industry. The society is an English organization of which Col. Bogert was president in 1912 and 1913.

► J. S. Ferns, Colgate-Palmolive-Peet Co. credit manager in San Francisco and the Bay area, has been elected president of the Credit Managers' Association of Northern and Central California.

► Ray C. Schlotterer, secretary of the Federal Wholesale Druggists' Assn., New York, N. Y., has been awarded a certificate of the National Institute for Commercial and Trade Organization Executives. The certificate represents the successful completion of the three-year prescribed course of study in trade association management. The institute is sponsored by the U. S. Chamber of Commerce, the National Association of Com-



R. C. Schlotterer

mercial Organized Secretaries, the American Trade Association Executives and Northwestern University. The certificate was awarded to Mr. Schlotterer early last month at the annual convention of the American Trade Association Executives at the Hotel Pennsylvania, New York, N. Y.

► Douglas Wakefield Coutlee, director of advertising, Merck & Co., Inc., Rahway, N. J., received for the fifth consecutive year an award for his company from the Direct Mail Advertising Assn., as one of the fifty direct mail leaders of the United States and Canada. This year the company also won the Typography Plaque awarded by the American Type Founders Corp. for "The Best Example of Modern Typography in a Direct Mail Campaign." The two awards were received by Mr. Coutlee at the association's annual meeting held last month at the Roosevelt Hotel, New York, N. Y.



Douglas W. Coutlee

► Ray Sanders, assistant sales manager of the wholesale division of Richard Hudnut, has been commissioned a first lieutenant in the army air force and he left early last month for Miami Beach where he will have his officers training course. Mr. Sanders has been associated with the Richard Hudnut firm for the past year and a half.

► Percy C. Magnus, president of Magnus, Mabee & Reynard, Inc., in a prepared address to drug and cosmetic manufacturers said, "Products made with peach kernel oil as a replacement for sweet oil of almond, as sanctioned by recent Pharmacopoeial rulings, are equal in quality to the original. The oils are closely related and are very similar in physical constants, adherence and quality." Mr. Magnus also said that a replacement for oil of citronella in mosquito preparations had been developed and could be used successfully, provided necessary labeling adjustments are made.

► Frank E. Mortensen, Los Angeles, executive-secretary of the Southern California Retail Druggists' Assn. for many years and a former president of the United States State Boards of Examiners as well as former Colorado legislator, sprang a surprise on his friends and colleagues when he announced his marriage in Santa Barbara, Calif.

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NEWS FROM WASHINGTON

by ARNOLD KRUCKMAN, *Washington Correspondent*

Controlled materials plan affects all industries

Yes, the new controlled materials plan affects your industry. The extent can only become clearer as the months roll along towards July 1, 1943. There is a feeling here that more materials will be under control by that time than have been listed in the initial announcement. The materials now under control, as you unquestionably know, are steel, copper and copper base alloys, and aluminum. The materials mentioned on the prospective list for control are beryllium, cadmium, cobalt, cordage, magnesium, mercury, mica, monel, nickel, nylon, rayon, rubber, tin, tungsten, zinc and wood. It is conceivable that your industry comes within the sphere of control over the items of tin, cordage, zinc and wood. Although they are not mentioned yet, there is likelihood that alcohol, glycerine and other chemicals will come under control. That event naturally will touch you directly and immediately.

Materials under control constantly growing scarcer

To understand the situation it is necessary to realize that materials placed under the new system of control are the things that are constantly growing scarcer, things of which there are less than are needed in the global economy to which we are now committed to win the war. It also is necessary to bear in mind emphatically that Ferdinand Eberstadt, the WPB vice-chairman in charge of the controlled materials plan, is the New York banker who came to Washington as the choice of the army and navy to head its combined munitions board, and who went to WPB, as Nelson's assistant, candidly as the representative of the armed services in the WPB. Lest there be any misunderstanding about who is the boss in this controlled materials plan, and thus boss of production, the following paragraph is printed in bold face type in the book of instructions issued by WPB. Mark also it is the *only* paragraph printed in black face type. It reads:

"In case of appeal or otherwise on his own initiative the vice chairman shall make such changes in the plan or in allotments or other actions hereunder as may seem to him appropriate to facilitate and expedite the operation of the plan."

Final authority on materials rests with Vice-Chair. Eberstadt

In other words, Mr. Eberstadt has final, complete and ultimate authority to do whatever he thinks is the right thing to do to see that the war economy operates to facilitate and hasten the winning of the war. The particular reason the subject is important to your industry is because he can apply all the principles and rules as they operate at present, to the basic things upon which your industry is established. You are already in the shadow of the plan through your need of wood, cordage, zinc products and other items. Paper is bound to come within the purview of the plan through its control over wood. The control naturally will be extended eventually over chemicals, oils, and the essential oils required for foods and health and welfare.

Certain essential oils may come under control

There already is a threatened shortage of peppermint oil, and there is a growing lack of lemon oil, and other basic products native to the United States. Moreover, the stocks of essential oils used in food or beverages imported from abroad are certain to come under control as the supply dwindles; and they think here that essential oils used in cosmetics will be useful in some of the direct war needs.

Important to maintain morale at home as well as at front

The idea always to bear in mind is the realization that this control plan is designed to exercise over-all total control over basic materials. By means of this plan government takes over the direction of the use of these materials and tells each fabricator and manufac-

turer how much of the material he may have, whether he makes something directly required in the war or something that is indirectly used. If he makes something *non-essential*, meaning something that has no relation to the war, he has an increasing prospect of hard sledding. There is a dawning consciousness, however, that a total war plus a global war makes it just as important to keep up the morale of the people behind the lines at home as it is to keep up the morale of the people behind the lines in other countries. Therefore, if the prospect opened by Mr. Eberstadt and his controlled materials plan staggers and stuns you, also remember that there must be morale behind the lines for this new kind of war; and that it is not practicable to destroy this morale by withholding from the behind-the-lines folk the things that make them personally happier and satisfied. There is bound to be in the near future a sharp swing away from the present ultra neglect of civilian needs which already is reflected in the slackness prevalent among the people. The need to maintain this morale in a total war (new in the world's experience) is just as fundamentally necessary as is the production of shells, tanks and planes. If the people at home grow apathetic the drive for victory is retarded.

See control plan taking place of concentration

This is the compensation in the control plan. It obviously will work only with a controller. Consequently the trend is inevitably to more concentration in government. It is unlikely that the ultimate concentration will be placed in the hands of an official like Eberstadt. The chances are that some one like Byrnes will be the civilian counterweight against the military. The important implication in all this to your industry is the probability that there is apt to be little or no industry concentration, at least on the scale we have expected. The control plan takes its place. Its operation will eliminate logically many units of industry and commerce by the process of diminish-

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ing supplies, labor and transportation. You naturally do not continue to do business if you do not have the things to sell and the facilities to function. But if you really wish to give a hand in preserving a reasonable proportion of the national *civil* economy you should help to create an awareness of the need for your kind of industry which is essential to maintain the morale of the ordinary people. It has a direct bearing on the manpower problem, which like transportation, also is bound to come under concentrated control.

Alcohol may be radically reduced, also glycerine

It is no longer a secret that industrial alcohol is scarcer. Despite the overflowing tanks at all distilleries there is not enough for munitions and for the impending production of synthetic rubber. The supply for your industry will be cut again, probably before this is published. Relatively few persons at this time know how deep the cut will be. The lowest "guestimate" is 40 per cent. The best information is that it will be cut from the present 70 per cent to something between 55 per cent and 60 per cent. There also is active probability that your supply of glycerine will be reduced. They are urging that as a matter of patriotism people should buy at least 10 bars of soap instead of one to spur the production of glycerine. Chief C. A. Willard, of the drugs and cosmetics section WPB Chemicals Branch, suggests you can reasonably determine where possible cuts in materials may occur by keeping an eye on the diminishing supplies. Whatever is scarce may become scarcer, and naturally be placed under control. Tea is running so low that they are looking for substitutes. Acetic anhydride has been placed under complete control, unless you use 54 gallons or less per month.

Many materials on critical list, including containers

All lithium compounds have been denied for use in beverages. Steatite tale may no longer be used in cosmetics or talcum powder. Beeswax undoubtedly will be allocated. But there appears to be abundant mineral oil supplies and no particular immediate scarcity of petrolatum. Shades in cosmetics are affected only by any scarcity already existing in colors. There is an order somewhere in the works that will put a limitation on containers. The likelihood is that sizes and types that move least readily from the shelves will be the containers that will be eliminated. Paper is rapidly growing scarcer. All metals are very scarce. Plastics are

almost out of consideration. Glass is the material that is most bountiful. Bear in mind critical materials soon may be withdrawn entirely for use in containers.

Returning planes bringing in some needed materials

It is worth notice that BEW, through its International Air Transport Division, in planes of the air transport command of the army and the naval air transport service, is bringing strategic and other urgently needed materials in returning planes from China and other Far Eastern areas as well as from South and Central America. Various materials have been brought from the Persian Gulf, South Africa, and from Liberia. Philip W. Amram is in charge for BEW. The more compact the shipment the more readily it is brought by plane. In a recent release, BEW made clear that for export purposes related commodities may be grouped under a single application for license. For instance, the release suggests as a good illustration of related commodities the group of chemicals and related products, thus: coal-tar products; medicinal and pharmaceutical preparations; chemical specialties; industrial chemicals; pigments, paints and varnishes; fertilizers and fertilizer materials; *soaps and toilet preparations.*

Exporters may add to prices to cover additional costs

All exports, including lend-lease and unrated orders, as well as those assigned preference ratings by BEW, are now free from end-use and inventory restrictions in foreign countries. OPA has ruled that exporters may add to their prices an amount to cover actual expenses on the specific export. These costs may include extra packaging, extra transportation, demurrage and storage, and selling servicing costs. The rule applies to lend-lease sales. On Nov. 1, warshipopencargo policies covering shipments of soap and toilet preparations were cancelled as luxury items. All foreign transactions that come under WPB from BEW, lend-lease, and other agencies, have been tied together by the Foreign Requirements Liaison Branch, headed by Thomas R. Armstrong, formerly of Standard Oil Co. of New Jersey. He came from New York.

Radcliffe bill gives relief to flavor group on alcohol

Recent amendment to Conservation Order M-71 makes available a larger supply of oil foots and permits the manufacture of soap at the rate of 150 per cent of the base period. The new

arrangement raised the amount from 119 per cent of the base period. Sen. Radcliffe has introduced HR 7378 which makes it possible for those using industrial alcohol for nonbeverage purposes, including perfumes, flavors, flavoring extracts, food products, etc., to secure a drawback on taxes paid for at the rate of \$25 per annum for 25 gallons; \$50 for 50 gallons; and for withdrawals in excess of 50 proof gallons, \$100. The new excise taxes include an increase of \$4 per gallon on imported perfumes, the total now being \$8 per gallon. Canada has stopped all production of alcohol for beverage and industrial uses. Bureau of Internal Revenue announced under the new revenue act on November 1 "every person holding distilled spirits intended for sale or for use in the manufacture of articles intended for sale is required to take an inventory and to file a return covering all such taxable liquors with the Collector of Internal Revenue of his district on or before Dec. 1, 1942. Blank forms may be obtained from the Collector of Internal Revenue in the district."

Chemical men in key jobs must get release to join services

Civilians in key positions in production of chemicals and allied products will not be accepted for commission or enlistment without written release from the industry that employs them. The announcement was made by the army and navy jointly. It does not yet appear clearly to what extent the announcement covers non-military chemical industries. The announcement is directed towards keeping technically expert men out of military service. There is a feeling that even those at present not employed in direct war work may later be required for war production. In the copper industry it has been necessary to furlough 4000 miners from the army to set copper mines in Utah and other western states in operation. The process of furloughing was expensive in time and money.

Complicated report system being simplified by WPB

WPB has moved vigorously to simplify the complicated system of reports; standard forms PD-600 and PD-601 have been supplied for the chemical industry, replacing 48 individual forms. A chemical company may now set up a standard accounting and reporting system uniform for all 48 chemicals. At the same time 40 per cent of the chemical forms have been eliminated. Information required for allocations will be figures taken from actual records instead of estimates of current month's

orders. The general simplification in several major activities has enabled Dr. A. B. Pacini, consultant with WPB drugs and cosmetic section, to take a limited leave of absence. Dr. Pacini, who is highly valued in the section, is permitted to attend to his private affairs for a limited period in a month, and is upon call when his services are required in Washington.

Cosmetics section moved to Municipal building

Chief C. A. Willard, of the drugs and cosmetics section, WPB, visited Los Angeles during the month of October to tell the California Cosmetics Assn. about concentration and crosshauls. Robert Blair, of the transportation section of Chemicals Branch, spoke before the Foreign Trades convention in Boston, as did Lester Barber, head of the Department of Commerce drug and toiletries branch. When Mr. Willard returned from Los Angeles he found his section in one of those periodic hegiras that are characteristic of WPB. It was in process of moving from Railroad Retirement building to the new Municipal building at Fourth St. and Indiana Ave., which is much nearer to Union Station for convenience of out-of-town visitors. The whole Chemicals Branch was shifted. The drug and cosmetics section is located on the fourth floor.

Shipping space and power slated for further control

Army recently intervened in the proposed shipment of bois de rose from Brazil. Reported the wood was far more necessary for military purposes on the Amazon. . . . Shipping space for your industry will undoubtedly soon be brought under some system of allocation. The base figure for calculation is the shipment of 600,000 tons cosmetics annually. Also be prepared for some control over the use of power. By executive order all power companies selling electricity to war industries already have been ordered to estimate a price based on a minimum of cost, the cost to be determined by the Federal Power Commission. The order affects all war industries which use 1000 kw. or more.

House-to-house selling faces restrictions on shipping

It is expected that local agents who sell cosmetics by house to house solicitation and send their orders for shipment by mail to some central headquarters will eventually come under whatever regulations are made to control cross-hauls. Increase of carloads of mail is expected to be treated just the

same as any other express or freight distribution. . . . The House enacted the bill placing drastic controls on production and distribution of opium poppy products. . . . OPA announced retail sales are expected to drop 22 per cent this quarter. Inventories of chains and department stores have increased four and five times as much as smaller retail stores. . . . General Order ODT 21 requires all commercial motor vehicles to carry certificates of war necessity after Nov. 15. Get them at any ODT Motor Transport District Office. . . . Treasury, credited with having a hand in securing revocation of Order L-171 in order to spur sales of taxable cosmetics and toiletries, reports the excise tax for September for toilet preparations was \$2,303,343.62.

Suggests industry watch its step on filing complaints

It has been suggested that it will be wise for your industry to watch its step in filing complaints. There seems to be a tendency to appeal against "squeezes." If WPB or OPA investigates and the investigation reveals that the squeeze is industry-wide, the result may be that the government may determine the industry cannot justify itself under the war conditions and therefore is *not essential*. Government would then proceed to direct that the industry convert to war work, or close up and release its space and its facilities and its workers to war jobs.

Caffeine order to be model for similar ones

At a recent meeting here of 24 chiefs of various government agencies concerned with drugs and chemicals entering into foods, flavors, cosmetics, toiletries and pharmaceuticals, it was the unanimous opinion that the caffeine order recently issued should be the model for other orders now expected to come in rapid succession which will cover numerous products. The caffeine order is so drawn that by implication rather than sharply specific authority those who use the products of caffeine in industry have a liberal opportunity to acquire and use the commodity until they find substitutes. It is clear there is no purpose to clamp down abruptly as has been the practice senselessly in other orders. The caffeine order should be studied informally to get the drift of the minds which will have much to do with the industry.

Beauty shops have been classified as "essential"

Apparently, however, housing authorities in government regard the things of your industry "essential." Beauty

shops were so classified by the Commissioner for the Federal Works Agency who is in charge of the construction of the dormitories and other housing being built by government in various areas. In the vicinity of Washington, D. C., the government is providing facilities for a beauty parlor employing 36 operatives using 47 driers and working on a double shift. This establishment is to serve 7,200 women. . . . It is in Washington also where they will take your shaving cream tube and give you a coupon which you may surrender at will instead of an empty tube when you buy shaving cream. . . . And it was in Washington finally, where the head of the District Pharmaceutical Association, by implication, suggested that the drug stores should eliminate everything but pharmaceuticals and close their shops early.

Mr. Kruckman makes appeal for old clothes on behalf of Indian tribe

The Hopis, the Indians who live up in the bleak corner of Arizona near the Painted Desert, are a kindly and domestic people who normally support themselves by silversmithing, rug-weaving and by working on public construction jobs. The war has cut off their supplies of silver and wool, and has stopped construction. At best they live on a very scant margin. At present those who know them wonder how they manage to exist. Your Washington correspondent knows them well and has much affection for them. The Coyote Clan of the Hopis adopted him years ago. The other day he received a letter from his Hopi Indian sponsor-father, 73 years old. The dignified and kindly old man was injured months ago by a truck. He came out of the government hospital rather shaky and weakened. At Oraibi, the Lower Mesa, where he lives, he found his crops had suffered, and that it taxed his strength to drag thirty miles the wood he needed to keep warm during the hard winter ahead. And he needed clothes. So he wrote his sponsor-son in Washington and told him about it. He said a number of the members of the Coyote Clan also have had rough-going the past year, and they need warm clothes. He suggested if Son Black Ear knew anybody who has some *old clothes* he would be glad if the word might be passed along to send them to Oraibi. So here, I, Black Ear, pass along the word. If you have some old clothes you would like to send to my sponsor-father, mail them to Mr. Herbert Yestewa, Box 53, Oraibi, Arizona. Some aboriginal American up on those bleak mesas will be more comfortable by reason of your courtesy. I will be glad to reimburse you for postage if you'll let me know.

NEWS and EVENTS

Used equipment and supplies may be sold regardless of ceilings

Manufacturers and processors—as well as merchants, farmers, and artisans—may sell their used equipment and supplies without reference to ceilings established by the General Maximum Price Regulation, the Office of Price Administration announced Nov. 3.

From the outset the General Regulation exempted sales “by any merchant, farmer, artisan or person who renders professional services, of his supplies, or business, farm, or professional equipment, not acquired or produced for the purpose of sale.”

Amendment No. 32 to the General Regulation, effective November 9, extends this exemption to manufacturers, processors, producers, non-profit institutions and others not included in the original exemption. As revised, the exemption applies to sales “by any person, of his used supplies or equipment not acquired or produced by him for the purpose of sale.”

The amendment, however, in no way affects price controls on sales by persons who make a business of buying and selling used equipment and supplies, and such sales in general remain subject to price regulation.

The amendment does not exempt any sales of used equipment or supplies for which ceiling prices are established by specific price regulations.

T.G.A. 1943 convention dates set for May 4 & 5

The 1943 annual convention of the Toilet Goods Assn. has been scheduled for May 4 and 5 in New York, N. Y. Arrangements for the hotel where the convention will be held are to be made by the convention committee headed by L. R. Root. No entertainment features are planned.

Alcohol floor stocks tax regulations—Drawback regulations later

The Treasury Department of the United States, under provisions of the recently enacted 1942 Revenue Act, on October 29, 1942, released miscellaneous regulations relating to floor stocks taxes on

distilled spirits and wines. William B. Kennedy, assistant deputy commissioner, has advised that regulations governing payment of drawback will be released in ten days to two weeks.

A drawback may be claimed and obtained for pure, undiluted ethyl alcohol. The Alcohol Tax Unit has not as yet reached any final determination as to whether or not the manufacturer or processor of a finished article containing alcohol will be entitled to a drawback, and if so, whether or not it will be upon the article in process of manufacture or upon the sale and transfer of title thereto.

The nonbeverage alcohol-using industry has recommended that instead of paying the additional tax of \$2 per proof gallon on all distilled spirits on hand November 1, 1942, they be permitted to file a claim of \$1.75 per proof gallon. This is contrary to the wording of the new act. It is necessary at present, however, that the tax of \$2 per proof gallon be paid, and a claim filed for \$3.75 per proof gallon. The floor stocks tax shown by the return to be due may be paid to the Collector of Internal Revenue at the time the return is filed, but, if not paid at that time, such tax must be paid not later than February 1, 1943. However, the date of payment of the tax may be extended to a date not later than September 1, 1943, upon the filing of a bond on Form 723-A (Revised 1942), in duplicate, in accordance with the instructions thereon, in a penal sum in the amount of the tax (including the delinquency penalty, if any), plus an amount equivalent to and not more than 10 per cent of the tax (including the delinquency penalty, if any).

Monthly news letter for Shulton men in service

The *Home Front News*, a four page letter-size paper, is being published by Shulton, Inc., New York, N. Y., and dedicated to the Shulton men now serving in the armed forces. Each of the 54 former Shulton employees now with the army, navy and marine corps will be mailed copies of the paper, and distribution also will be made among em-

ployes in the home office as well as the various Shulton branches. Edited by Miriam Gibson, publicity director, the *Home Front News* will carry a monthly message from William L. Schultz, president, and news of the company and its employees, together with snapshots and news about the service men. The first issue appeared in October.

Cooperation in supplying material for the paper is sought of Shulton employees, as well as service men.

Potter & Moore close American branch for duration of war

Potter & Moore of London, England, regret to announce that, due to the war and the consequential shortage of Mitcham lavender in England, they have been compelled to close their American branch for the duration. The directors extend their thanks and good wishes to all of their friends in America and advise that all communications sent to them at Lavender House, Seymour Road, Leyton, London, England, will receive their prompt attention.

Naugatuck Aromatics name representative for Canada

Naugatuck Aromatics, division of United States Rubber Co., New York, N. Y., announce the appointment of Naugatuck Chemicals, Ltd., of Elmira, Ontario, as their representative in Canada. R. M. Ferguson, sales manager of Naugatuck Chemicals, Ltd., will call on Canadian customers, and a stock of merchandise is being kept in Elmira for prompt service to the clientele.

Arizona Drug association pays tribute to founder A. G. Hulett

At its annual convention in Phoenix in October, the Arizona Pharmaceutical Assn. paid special tribute to its founder, Arthur G. Hulett of the Arthur G. Hulett Manufacturing Co., Los Angeles, Calif., manufacturers of cosmetics and dentifrices for the past 12 years. Mr. Hulett, formerly a Phoenix druggist, founded the Arizona organization and was active in city and state drug circles there for 26 years before moving to California.



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Specific prices set by OPA on wool grease and raw soap

Specific dollars-and-cents prices have been established on wool grease, raw soap stocks, recovered or acidulated soap stocks, distilled fatty acids and stearic and oleic acid by the Office of Price Administration. Previously these articles had ceilings represented either by their October 1, 1941, price or 111 per cent of their November 26, 1941, price, whichever was higher. The new specific ceilings set in Amendment 11 on wool grease and Amendment 12 on the other products, reflect the average of such previous ceilings.

Canadian government encourages beauty service for war workers

Spokesmen for Canadian government departments concerned with manpower supplies and war production are agreed that a woman worker's efficiency and morale can be maintained better if she has a chance to keep up her appearance. There is a definite trend toward provision of beauty parlors along with other facilities in war buildings of all kinds, it was pointed out by a government construction authority.

Women working day-long shifts in war plants have no opportunity to get beauty parlor attention unless they stay away from work. This could be considered a factor in absenteeism.

Program set to distribute war work among small plants in U.S.

A program of spreading war work among small manufacturing firms throughout the United States is now organized and set to go ahead, according to an announcement by L. E. Holland, chief, Small Plants Division, of the War Production Board.

Get half million pounds scrap in N. Y. area from cosmetic industry

H. L. Brooks, chairman for the Cosmetic Industry of the Industrial Salvage Committee, reports that the salvage drive in this industry for the New York metropolitan area, has resulted in more than one half million pounds of scrap. Mr. Brooks states that up to October 21, companies contacted numbered 135, with 57 reporting. Collections showed 242,970 pounds of iron and steel, 27,994 pounds of non-ferrous metal, 1,100 pounds of rubber, and 256,854 pounds of paper, totaling 527,918.

Wildroot Co. launches non-alcoholic hair preparation containing lanolin

The Wildroot Co., Buffalo, N. Y., has launched Wildroot Cream Oil Formula hair preparation, a new non-alcoholic

product containing lanolin. An intensive merchandising program has been undertaken with an introductory offer of the 60-cent package for 47 cents.

Burnett's flavoring extracts tie in with cookie brigade movement

The Joseph Burnett Co., Boston, Mass., has begun a sales campaign to tie in with the so called "cookie brigade." The latter is a group organized by California women to bake cookies and other sweets for men in the service camps. Burnett's flavoring extracts will be featured in extensive advertising in connection with the campaign.

New compound said to remove odors of organic origin

Designed to eliminate practically all odors of organic origin, a new product to be known as O.D.-30 soon is to be offered by O.D. Chemical Corp., New York, N. Y., a company organized by Dr. James H. Dalbey, industrial chemist, and Dr. Walter H. Eddy, professor emeritus of physiological chemistry, Columbia University. The product comes in powder form and, when added to water, makes a solution which acts as a deodorant when sprinkled, sprayed or vaporized where odors are to be removed. It is claimed that with the solution it will be possible to remove kitchen odors, bathroom odors, sick-room odors, stable odors, as well as odors of skunks, and of dead and decaying animals.

Harry E. Pfaltz distributes war gas instruction odor kits

Much interest is being displayed in the war gas odor kit recently devised by Harry E. Pfaltz, perfumer, New York, N. Y., and wide distribution of the kits is being made among civilian defense units throughout the country, according to Mr. Pfaltz. The kit including five bottles, each containing an accurate harmless simulation of a real poison gas odor, is being distributed directly by Mr. Pfaltz and through department stores over the country. Included with each kit is a pamphlet giving detailed information about the gases imitated and protection from them as well as a package of smelling blotters.


The outfit which retails for \$1 was designed for the instruction of first aid and civilian defense groups. The simulated gases used are phosgene, having the odor of musty hay or green corn; chlorpicron, smelling like anise or fly paper; tear gas, which smells like fresh apple blossoms; lewisite, an odor resembling geraniums and mustard gas, which smells like garlic, horseradish or mustard.

The odors in the set are modifications of those created by Fritzsche Brothers, Inc., which have been approved by the Office of Civilian Defense. Accordingly, through the cooperation of Fritzsche Brothers, Inc., these accurately simulated odors are made available to local defense units in all parts of the country.



What the presidential candidate of 1928, Alfred E. Smith, is smelling from the blotter here is not a perfume but one of the five simulated poison gas odors devised by Harry E. Pfaltz (left). Holding the bottle for Mr. Smith is Miss Muriel Bearer, first aid volunteer leader of the Empire State building's civilian defense organization. At right is John J. Hennessy, former chief inspector of New York City Police Department, who is serving as director of civilian defense for the Empire State Building

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American business urged to start personnel inventory

Otto S. Beyer, director of the Division of Transportation Personnel of the Office of Defense Transportation, has appealed to American business and industrial firms to initiate at once a personnel inventory so as to be better able to meet the tightening labor situation. "There are probably several millions of individuals still employed in non-essential activities," he said. It can be expected that, as the war continues, more and more of these individuals will be released to essential activities.

Retail prices must conform with regulations, OPA warns

The Office of Price Administration has warned manufacturers, producers and wholesalers against suggesting retail prices in any manner, even under a state fair trade contract, without putting the retailer on clear notice that the suggested or fair trade prices may be charged *only* if they do not exceed the retailer's ceiling price as determined under OPA regulations.

WPB urges more substitute materials for containers

Warning that critical materials for the manufacture of containers are becoming increasingly scarce, the Containers Branch of the War Production Board has issued an urgent appeal to the industry to concentrate all their research facilities on the development of usable substitutes. It is stated that while many substitutes have been developed and already are in use, the proportion of containers still made of critical materials is considerably in excess of what it should be in the light of the present military demands for those materials.

Use of name "Vanaline" halted on complaint of Chesebrough

The Hollywood Cosmetic Mfg. Co. has been restrained from using the name "Vanaline" on a hair tonic by an injunction handed down by the U. S. district court of the southern district in California. The injunction came as a result of a complaint filed by Chesebrough Mfg. Co. involving its trade mark "Vaseline."

Women play important role in London essential oil house

Women are playing an important part in the essential oil industry in England, judging from reports received by J. L. Hindle, vice-president of Standard Synthetics, Inc., New York, N. Y., from his London company, Standard Synthetics, Ltd., of which he is president. Staffs have been so depleted in



Miss Madeline Brown, a secretary with Standard Synthetics, Ltd., London, England, gives a hand in the factory. Here she charges one of the stills with essential oil for refining. Heavy work for a woman, but it is routine in wartime London

many cases that women do much of the work formerly done by men. Mr. Hindle states that in his London plant the office work is done in the forenoon and in the afternoon the employees do the manufacturing, yet business is brisk and is being carried on satisfactorily under present conditions.

Reports indicate essential oil prices will be controlled and company quotas set.

Willard sees no drastic cut in talk to California group

Members of the California Cosmetic Assn., meeting in Hollywood last month for the first time since the summer recess, were addressed by C. A. Willard, deputy chief of the drug and cosmetic section of the chemical branch of the War Production Board. Sally Hansen, president of the House of Hollywood and president of the Association, presided.

Mr. Willard said that while the future was uncertain, no drastic cut in cosmetics is anticipated. He pointed out that the chief problem in the cosmetic industry at the moment is one of transportation and said that if it is not solved, further curtailment may be necessary. He commented that national distribution has led to a large amount of "cross-hauling." Mr. Willard said many California manufacturers send their products to the East Coast and many eastern manufacturers send theirs to the West. According to this speaker, roughly two-thirds of all beauty products are sold east of the Mississippi, one-third west, and a large amount of the latter is sold in the western coastal area, so that it requires 3000 miles of hauling from eastern markets, while local makers ship perhaps two-thirds of their goods the same

3000 miles. "Such cross-hauling is an obstacle to the movement of troops, and vital war materials, he observed.

Ungerer & Company appoints new St. Louis representative

Ralph C. Morgan, St. Louis, Mo., representative for Ungerer & Co., New York, N. Y., has enlisted in the United States naval forces and is undergoing training for a commission at the University of Ohio. Appointment has been made of the Clifford L. Iorns Co., 216 S. Seventh St., St. Louis, to represent Ungerer & Co. in that territory. The office is under the management of Victor L. Roberson, assisted by Miss H. Chlanda, who formerly was associated with the late Clifford L. Iorns.

Fair trade contracts now signed by 382 Utah firms

The Utah Fair Trade Commission informed the Utah Pharmaceutical Assn. during the past month that 382 firms have now signed fair trade contracts, the largest number since the fair trade law of the state was passed several years ago. Firms cancelling their fair trade contracts during the year, it was stated by the same authority, numbered 18.

OPA approves toilet water price on contract made by Benly Co.

The Benly Products Co., Philadelphia, Penna., may sell and deliver to Helena Rubinstein, Inc., New York, N. Y., a toilet water preparation on a contract entered into September 14, at a price not to exceed \$5.315 a gallon, f.o.b. Philadelphia, according to an announcement of the OPA.

Insurance rates on toilet goods revised by WSA

Announcement is made by the War Shipping Administration that, effective November 16, all "warshipopencargo" policies covering shipments of soap and toilet preparations and metal articles will be cancelled. These items are to be excluded from war risk coverage at non-compensatory rates. War risk insurance on shipments of these products will be provided only on a qualifying basis.

British cosmetic shortage acute reports woman ambulance driver

Mrs. Jack Taylor, an ambulance and staff car driver, returning to her home in Ontario, Canada, from England reports a severe shortage of cosmetics in Britain. She relates that an order for a small jar of cream may take as long as six months for delivery. Women save lipstick scraps, melt them down and apply to the lips with a brush.

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Bankruptcy committee to represent members of Cosmetic Credit Assn.

New officers were elected at the October meeting of the Drug, Cosmetic & Chemical Credit Men's Assn. which held its monthly dinner at Schraffts, New York, N. Y. The new officers are: Chairman, W. E. Foster; vice-chairman E. Kavanaugh; treasurer, E. P. Utter; secretary, Nat Otte and assistant secretary, J. C. Lynch.

It was the last meeting at which E. W. Farrell, retiring chairman, presided; on account of a change of vocation he is no longer in the allied industries. In tribute to his excellent administration there followed a brief address of appreciation by Herbert Kranich after which a toast was drunk to Mr. Farrell.

A bankruptcy committee to represent the group whenever financial difficulties arise in concerns in which any member is interested was formed. In this way more equitable arrangements can be made in composition agreements. Members of the committee are: J. C. Lynch, Herbert Kranich, O. D. Clayton, Miss Clare Gincel and G. A. Wohlfort.

Plans were discussed for the annual Christmas entertainment and a committee composed of E. J. Holgan, A. G. Lurie, F. Sturm and Ellis Barkerding was appointed to arrange the affair.

Following a mail vote it has been decided to hold subsequent monthly meetings of the association at the Hotel Duane, 237 Madison Ave., New York, N. Y. The first meeting at the new location will be held on the evening of November 19. The new chairman will preside.

Demonstrators must be registered in Florida, Supreme Court holds

Demonstrators of cosmetic preparations being offered for sale in Florida by out of the state manufacturers must be registered under the Florida beauty culture law, in accordance with a recent U. S. Supreme Court decision. The case was taken to the higher court by United Enterprises, Inc., an Indiana cosmetic manufacturing company, whose representatives gave free demonstrations of their products to customers. The Board of Beauty Culture Examiners in Florida maintained that this was practicing beauty culture within the meaning of the law. Therefore it held registration was required of the demonstrators.

Canada orders return of used tube with each new purchase

The Wartime Prices and Trade Board of Canada announced recently a new regulation that empty metal tubes of toothpaste or shaving cream, etc.,

must be returned when a new purchase is made, a step taken here months ago.

Retailers are prohibited from selling any toothpaste or shaving cream in a collapsible metal tube "except on surrender of a used tube at the time of sale or delivery," the statement said. It added: "A used tube of any kind may be turned in, not necessarily one which has contained shaving cream or toothpaste."

Exceptions include sales by a retailer where toothpaste or shaving cream preparations in collapsible metal tubes form part but not more than 25 per cent of the value of a gift or combination of goods.

Needs of the armed services are met by a provision that a used tube will not be required from anyone who sells from stores or supplies of any canteen or mess within the limits of a naval, military, or air force camp, barracks, dockyard vessel or similar establishment, or by anyone operating a store or canteen within the limits of a military hospital or similar establishments.

An early order, effective June 1, prohibited destruction or throwing away of used tubes and required consumers to deliver them to a retail store, cigar store, general store or department store.

Mutual Aid Society of European Chemists holding meetings

The Mutual Aid Society of European Chemists and Scientists, affiliated with the Labor Division of the New World Group, Inc., New York, N. Y., resumed its regular series of lectures and meetings October 22. Dr. Franz Koenigsberger lectured on the manufacturing of perfumes. The lecture was accompanied by experiments and motion pictures.

Lectures are held the first and third Thursdays of each month at 302 West 91st St. at 8.30 p. m. Dr. Ludwig Adler will be the next speaker and his topic will be "The Significance of the Hormones."

How to give technical advice to Latin-American customers

Bureau of Economic Warfare has informally protested to the Department of State against a proceeding which has grown up in the industry. BEW has found that some houses, serving Latin American customers, have been asked as usual to furnish technical advice and information. To do so, under the law, it would be necessary to secure a license and to submit the documentation. To avoid this long way around Robin Hood's barn, the American houses, under legal advice, have suggested to their clients that they might

legally secure the information by applying through their various ministries, or through their embassies in Washington. It is probable an effort will be made to plug the leak.

Aromatic chemicals and specialties purchased for University of Oklahoma

The School of Pharmacy of the University of Oklahoma, Norman, Okla., has just purchased a large quantity of aromatic chemicals and specialties which have been added to the Aromatics Cabinet of the Department of Pharmacognosy.

Business men urged by WPB not to go to Washington

The WPB is urging business men whenever they wish to obtain information from them, to go to the WPB's regional or field offices before going to Washington. There are 12 regional and 127 field offices scattered throughout the country which were established for the purpose of saving time for the business men and also to prevent an overload of work in Washington. Quicker action in the field is assured if business men would go to these offices.

Label colors unlimited in two printing operations in England

The British Ministry of Supply has issued an interpretation of a previous order in reference to the amount of color printing on labels and pre-packed goods. The previous order stated that the label may go through the printing machine twice and in addition the label may be varnished. The present order explains that the limitation of "twice through the machine" does not limit the number of colors which may be printed in each of the two operations.

Western branch Owens-Illinois company entertains drug firms

The Los Angeles branch of the Owens-Illinois Pacific Coast Co. was host on the nights of October 16 and 17 at the branch's Onized Club to executives and salesmen in Los Angeles and San Diego of the Brunswick Drug Co. and the Western Wholesale division of McKesson & Robbins, Inc. There was a dinner, followed by a tour of the plant, and an entertainment program. A. A. Austin, San Francisco, in charge of the company's prescription ware department, was master of ceremonies. The principal speakers of the evening were L. F. Connick, sales manager of the branch, and Spencer Cantril, the branch plant manager. The personnel of the Brunswick company were present one night, and of McKesson & Robbins the other. The sales employees of the host company also were entertained.

OIL OF WHITE CEDAR

A new raw material for Soap Makers and Perfumers. Entirely different from Oil of Red Cedar normally found on the market, it must be considered as a separate material.

Its bouquet is exceptionally fine; it blends with the Ionones; it is very stable in soap and gives an Orris-like character to Violet Compositions. It is very reasonable in price.

Oil of White Cedar offers unlimited possibilities to the perfumer. Its source is entirely within the U. S. A. and supplies are ample. The bugaboo of shortage need not worry the user of this material.

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Minute Man flag presented to Ciba Pharmaceutical Co.

A Minute Man flag has been presented to the Ciba Pharmaceutical Co., of Summit, N. J., by the U. S. Treasury Department War Savings staff, in recognition of more than 95 per cent participation in the federal payroll plan. A speech of acceptance for the company was made by J. J. Brodbeck, executive vice-president and general manager, following the presentation by W. H. Hassinger, deputy administrator of the War Savings staff. The firm gave three of its divisions 100 per cent banners.

Use of larger collapsible tubes urged by WPB

As reported in a previous issue WPB has amended M-115 covering collapsible tubes.

Under the amendment, what were formerly known as Class 3 tubes have been re-classified as follows: Class 3 tubes now refer only to tubes for dental cleansing preparations, while Class 4 tubes refer to tubes for shaving preparations. The percentage of tin which may now be used in Class 3 tubes has been lowered to 5 per cent and the percentage of tin which may be used in Class 4 tubes has been set at 1½ per cent.

All persons using tubes for the packaging of any products are ordered to concentrate to the greatest extent practicable upon larger sized tubes and use as high a proportion of larger sized tubes as may be practicable. They are further ordered to substitute for all tubes made in whole or part of tin, containers of other materials to the extent that such substitutes may be practicable.

The provision requiring the return of a tube upon the retail purchase of a product packed in a tube has been amended so that only metal tubes may in future be returned. Requirements as to certificate by tube users, retailers, etc., are continued in the amended order.

The order also provides that in the case of shaving creams and dental preparations tubes containing 7½ per cent of tin by weight may be used provided such tubes were made from blanks which had already been manufactured on October 5, 1942, and provides further that the volumetric weight of any products which are packed in such tubes shall be subtracted from the quotas allowed to the tube users under the order. These quotas provide for packaging during the final quarter of 1942, 100 per cent of the aggregate of products listed under Class 3 and Class 4 which the manufacturer packed in tubes during the corresponding period of 1940 or at his option, 25 per cent

of the aggregate of such products which he packed in tubes during the whole of 1940 provided that no tube user shall pack during the entire period April 1, 1942, to December 31, 1942, more than 100 per cent of the aggregate amount which he packed during the last 9 months of 1940. These percentages are in addition to products sold to armed forces and are also in addition to products packed in tubes containing 0.5 per cent or less of tin.

New buyers are demanding more and better cosmetics

Changing consumer trends in the cosmetic industry were discussed at a luncheon meeting of the Cosmetic Section of the Fashion Group at the Murray Hill Hotel, New York, N. Y., Nov. 4. Speakers were Miss Kathleen Cory, R. H. Macy & Co., Fred Griffiths, secretary of the National Association of Chain Drug Stores, and Godfrey Lebhar, editor of *Chain Store Age*.

"About one-third of our customers just don't seem to know that there is a war going on", said Miss Cory. There are still women who buy in large quantities, some who still insist on metal lipstick containers and some who still look for the French label on a bottle of perfume, she said. Miss Cory pointed out that there are two types of new customers, the defense workers and the service men.

The defense workers, she said, want abrasive soaps for the hands, protective creams and lotions, quick facial cleansers and cleansing pads, and dry shampoos to cleanse their hair from dust. There is a persistent demand for products containing lanolin, and there are constant calls for pure lanolin, according to Miss Cory. There is a greater call for deodorants and antiseptic creams by both men and women. Defense workers also want luxury items. In perfume buying, they are going up from the \$1 colognes to perfumes at from \$5 to \$8. They want luxurious bath preparations, and there is a trend to body sachet.

Miss Cory said that the WAACS and the WAVES request hand preparations, colorless nail polish, and such new trend items as solid colognes, body sachet and cream sachet, and perfume sticks. The service man is a great gift buyer, and is willing to spend the money to get what he wants, regardless of price, she said. He buys from the show case and he wants nationally advertised brands. The perfume he buys must be the best. Men of the RAF and British navy men buy practical gifts, usually something they have been asked to get, and quantities of lipsticks.

The careful buyer, Miss Cory said, gets jumbo sticks because it saves

time, money and package material. She buys refills and takes care of her containers. With the growing scarcity of salespeople Miss Cory said they are relying more and more on displays.

Mr. Griffiths pointed out that cosmetic sales in drug stores have shown a greater increase than have those of department stores, although both are larger. "During July-August, 1942, retail drug stores reported a sales increase of 18.8 per cent from July-August, 1941", said Mr. Griffiths. "This sales gain represents the fourth consecutive bi-monthly period of 1942 that drug stores have shown greater sales gains over year ago sales than were previously reported". One of the reasons attributed to this is that people with more money in their pockets spend more freely than when on a budget basis. Mr. Griffiths urged manufacturers to divert more of their sales promotion and advertising money in the promotion of their products through the chain drug stores.

Mr. Lebhar said that chain variety stores today are doing a peak business. Out of a volume of \$1,250,000,000 10 per cent, or \$125,000,000, is done in toilet goods. This volume comes from 6,000 stores, and represents a business of \$20,000 in toilet goods per store per year.

Castor oil placed under allocation November 1

Castor oil has been placed under complete allocation control by order M-235. Monthly allocation is to be sought on form PD-600 and applications must be received by the 15th of the month preceding the month in which delivery is sought. Exceptions are made for users of 35 lbs. or less in any month for pressing, bleaching or alkali refining or medicinal purposes.

Chemical licensing and price provisions changed by OPA

Enforcement and licensing provisions of the price schedules for acetic acid, acetyl salicylic acid, carbon tetrachloride, formaldehyde, glycerine, lithopone, oxalic acid, paraffin wax, salicylic acid, titanium pigments and wood alcohol have been amended by OPA.

Plastic collapsible tube to be made by Mills Corp.

A new collapsible tube made from a plastic material is to be manufactured by the Mills Corp., Chicago, Ill. Elmer E. Mills, president of the company, announced that the tubes will be made from Saran, a vinylidene chloride thermoplastic supplied by the Dow Chemical Co., Midland, Mich. The tube size will range up to one inch in diameter.

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Paper box manufacturers appoint committee to study substitutes

At the suggestion of the WPB the National Paper Box Manufacturers Assn. has appointed a development committee, to create setup paper boxes in substitution of containers made of critical materials.

The committee consists of William P. Datz, Jr., chairman, Philadelphia, Pa.; William H. Perry, Cambridge, Mass.; Walter E. Trum, Sr., Brooklyn, N. Y.; Robert E. Crotty, Waterbury, Conn., and New York, N. Y.; Ed. S. Dillard, Charlotte, N. C.; Allen K. Schleicher, St. Louis, Mo.; George S. Denning, Chicago, Ill., and G. Edgar Mooney, Newark, N. J.

Coty prevents powder picking up odors

Coty, Inc., is using the principle of the army gas mask to insure its powders against odors that might be picked up in the manufacturing process. The principle is embodied in Dorex Adsorbors which utilize beds of highly activated coconut shell carbon to capture and hold odors. The latter, some of which are quite oily in character, arise in compressed air lines used in the impingement method of making powders. But the Dorex Adsorbors eliminate the odors completely before they get an opportunity to affect the most delicate powder aromas.

Only metal tubes may be turned in when new tube of cream is purchased

Manufacturers of tooth paste and shaving cream have been urged to advise the public that paper or plastic tubes may not be used in exchange for a new tube of tooth paste or shaving cream. Only metal tubes may be turned in when a new tube of tooth paste or shaving cream is purchased according to an amendment to M-115.

Chemists and engineers name H. P. Trevithick president

The annual meeting of the Association of Consulting Chemists & Chemical Engineers, Inc., was held at the Chemists' club, New York, N. Y., last month.

Louis Weisberg, president, reported the greatly increased activities of the association especially in its acting as a clearing house for consultants, and also reported a substantial increase in membership.

The election of new officers and directors was announced as follows: President: H. P. Trevithick, New York, N. Y.; vice-president: Albert Parsons Sachs, New York, N. Y.; secretary: Henry M. Shields, New York, N. Y.; treasurer: Wm. C. Bowden, Jr., New

York, N. Y.; directors for 3 years each: Philip P. Gray, New York, N. Y.; I. F. Laucks, Seattle, Wash.; C. Weaver, Industrial Testing Labs., New York, N. Y.; director for 2 years: Erwin Di Cyan, Brooklyn, N. Y.; hold-over directors: Prentiss T. Bee, San Francisco, Cal.; C. A. Crowley, Chicago, Ill.; Bernard L. Oser, Long Island City, N. Y.; Henry M. Shuldener, New York, N. Y.; Arthur W. Thomas, New York, N. Y.

Trade Jottings

Prince Matchabelli launches a new perfume, Stradivari, its name inspired by the music of the Stradivari. It comes in both the frosted crown and gilt crown bottles, three sizes each.

Jaquet's new Azalea guest soap is presented in a white box decorated with a spray of azaleas across the lid. Ten ovals in soap, same color and fragrance as the rest of the Azalea family, are packed in each box.

Germaine Monteil's Laughter is now offered in a one-ounce flask. The packaging is the same as that for the larger sizes of two and one-half and four ounces.

Beauty Counselors has a new white plastic mascara case with a crossed leaf design in gold. Four shades of mascara, brown, black, blue and green, are offered. The same firm has a red, white and blue plastic lipstick whose top screws on with a half-turn.

Lucien Lelong's Story-Book Perfumes have sachet covers and contain four flacons of perfume. The cover is old rose satin with the title embroidered on it as well as a gold-embroidered keyhole. The page inside is of blue satin and the perfumes are attached with grosgrain ribbons. The book is scented with carnation sachet and is designed for use as a handkerchief case.

Coty, Inc., salutes women war workers in a full page newspaper advertisement entitled "Weaker Sex?" Photographs of women at work in airplane factories, shipyards, railroads, electric manufacturing firms, etc., with a small amount of copy about women doing men's jobs comprise the advertisement.

Harriet Hubbard Ayer launches two make-up ensembles, Red Rose and Chinese Red. Red Rose is an American Beauty shade and Chinese Red is a golden red for wear with browns and yellows and grays. Each comes in lipstick, compact and cream rouge.

Ogilvie Sisters again supervised an important event in the lives of the Dionne quintuplets recently when Miss Clara Ogilvie counseled them on their first permanent wave. Last spring she

directed their first hair cutting. Each quint had a machineless wave, then their two older sisters and Mrs. Dionne also decided on permanents. Miss Ogilvie was summoned to Toronto because the quintes were making their stage debut in aid of Canada's victory loan.

Associated Distributors have added another item to their Chen Yu products for nail and hand care. The new one is a nail cleanser and conditioner which helps to soften the cuticle and cleanse the nails.

Milkmaid, Inc., in addition to the old-fashioned cruets of bath oil and toilet water, includes a powder mitten, dusting powder and satin sachet poufs in its bath line which is introduced for holiday gift-giving. Flower-sprigged dimity and terry cloth are used for the mitten and the dimity for the cover of the powder box. The sachets are of white satin bound in blue and they come in three sizes.

Le Sonier which introduced the powder mitt now packages it in a special box for the WAVES or the WAACS.

Marie Earle's recently introduced essential foundation, a creamy make-up base, is available in five shades, rachel, naturelle, suntan, cinnamon, tropicolor.

Dermetics' Magic Make-up Twins are presented in a new pink and blue gazelle-box. They are the automatic rouge applicator and automatic powder puff, holding powder and powdered rouge which sift through the velvet puffs.

Richard Hudnut's DuBarry Success School under the direction of Ann Delafield is featured in a MGM short now being shown in movie theaters throughout the country. It is entitled "Listen, Boys—!" It is a behind-the-scenes account of what happens to women in a beauty salon. The picture, which shows a class going through exercises, lectures on dietetics, skin care, beauty-angle face treatment, make-up and coiffure, etc., also reminds women that there is a home course available if they cannot go to the firm's salon in New York.

Helena Rubinstein donated the first metal lipstick to the beauty salvage drive launched outside her New York salon, October 12. Compacts and lipsticks were put into the bullet-shaped receptacle by a large number of women, each of whom received a 15-cent credit card toward the purchase of any beauty product at the Helena Rubinstein salon.

La Cross which offers a wide variety of manicure sets for Christmas giving is stressing the combinations for service men, particularly the implement sets which are compact and offered in many styles and leathers.

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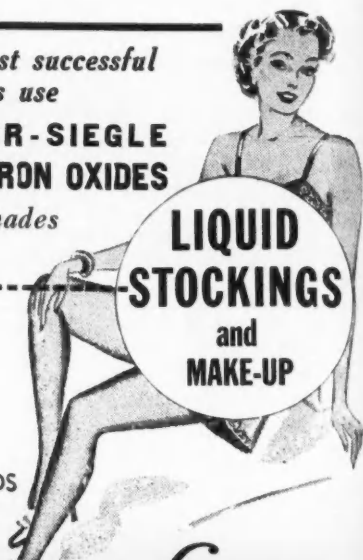
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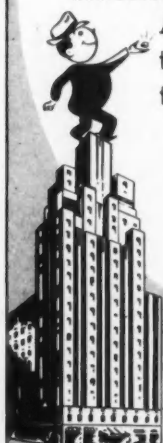
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Events Create Better Tone in Market

WHILE the price trend covering a number of articles used in the cosmetic, flavoring and perfume trades continued downward over the past month, a decidedly better feeling developed toward the close of the period.

The improved feeling was attributed to several developments, including the announcement of the new schedule of liquor excise taxes which establishes a differential in favor of the users of fully tax-paid distilled spirits, either imported or domestically produced, when such tax-paid distilled spirits are used in the manufacture or production of flavors or flavoring extracts, food products, medicine or medicinal preparations which are unfit for use for beverage purposes and which are sold or otherwise transferred for use for other than beverage purposes, upon filing of a claim as provided for therein. It provides that persons using distilled spirits at the rate of \$6 per proof gallon in the manufacture or production of the articles mentioned shall be eligible for a drawback at the rate of \$3.75 per proof gallon, provided they have paid a special occupational license fee of \$25 on the withdrawal of 25 proof gallons or less, \$50 on the withdrawal of 50 gallons or less and \$100 on the withdrawal of 100 proof gallons or over.

SUPPLIERS HAPPY OVER LIFTING L-171

Another ray of sunshine was cast by the War Production Board when it eliminated its restrictive order L-171. The effect was to put the cosmetic industry back on a raw material allocation basis in place of one based on production quotas. The 70 per cent alcohol limitation continues.

Another development of interest was the announcement by OPA of specific dollars and cents price ceilings on all

vanilla beans, reducing March ceiling prices approximately 27 per cent. Previously vanilla beans were covered by individual seller's price ceilings established by the General Maximum Price Regulation at their highest March, 1942, deliveries. Sharply reduced imports of vanilla beans from Madagascar coupled with a subnormal 1941 crop from Mexico brought about excessive price increases in these flavoring materials, it was stated. Reduced supplies and an uncertain outlook for the future encouraged, to some extent, speculative activity by American importers and others anxious to store up larger than normal inventories.

VANILLA CEILING STIRS BUYING

There had been considerable confusion regarding the effective date of the vanilla price ceiling order. After numerous inquiries it was officially stated that the ceiling prices became effective September 30th.

As a result of the special tax treatment on flavoring spirits and the establishment of ceiling prices on vanilla beans, importers of the latter pointed out that a number of extract manufacturers who had been out of the market for some time showed renewed interest which resulted in a fair volume of business at the new maximum levels.

Extract manufacturers displayed greater confidence, and it is believed that this will result in a decidedly better demand for a great many other articles, including various oils, chemicals.

Demand for vanilla was filled out of available supplies of the Mexican varieties. There were no Bourbons available in the open market and the matter of future supplies is entirely dependent upon Great Britain. Indications are that no licenses will be granted

on exports from Madagascar until present stocks in Great Britain are depleted.

Buying of green Mexican beans should get underway in November. It is feared, however, that American buyers will encounter considerable difficulty in covering future requirements since the natives in Mexico do not appear to be willing to recognize ceiling prices in this market. They have ideas of their own as to price, it is pointed out. There is a fair supply of Tahiti beans available in this market at the ceiling. These beans, according to reports, do not appear very attractive in price because of excessive moisture.

Further tightening in the supply of benzol, chlorine and various other basic materials which are being diverted into war materials continues to have a decided influence on the production of aromatic chemicals.

Citral and a few other articles derived from essential oils on the other hand have displayed an easier trend.

Among industrial chemicals, carbonate and caustic potash displayed an unsettled tone with manufacturers attributing the competitive conditions to a reduced consumption in the soap trade because of the acute shortage of coconut and palm oils. While experiments have been underway for some time in the hopes of finding substitutes for these oils shut off by the war, it is feared generally that the lathering qualities of some of the finer grades of soap may be affected seriously by the shortage of these oils.

TALC SALES GOOD

Cosmetic manufacturers were in the market for good quantities of low and medium grade talcs toward the close of last month. The recent WPB Order M-239 prevents manufacturers from using high grade steatite talc, and it is understood that fairly good stocks of steatite are also in the hands of consumers in the paper and textile trades.



FROM M M & R's hard working laboratories have come a large and varied group of scientifically produced replacements for currently high priced and hard-to-get essential oils, perfuming and flavoring materials. They are rendering meritorious service and have won the plaudits of numerous users.

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STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION ETC., REQUIRED BY THE ACTS OF CONGRESS OF AUGUST 24, 1912, AND MARCH 3, 1933, OF THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW, published monthly at Philadelphia, Pa., for October 1, 1942.
STATE OF NEW YORK } ss.:
COUNTY OF NEW YORK }

Before me, a notary public in and for the State and County, aforesaid, personally appeared J. H. Moore, who, having been duly sworn according to law, deposes and says that he is the Publisher of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, J. H. Moore, 9 East 38th Street, New York, N. Y.; Editor, William Lambert, 9 East 38th St., New York, N. Y.; Managing editor, none. Business Manager, Harland J. Wright, 9 East 38th St., New York, N. Y.

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.) Robbins Publishing Co., Inc., 9 East 38th St., New York, N. Y.; J. H. Moore, 9 East 38th St., New York, N. Y.; J. H. Moore, Trustee under indenture with Merton C. Robbins, 9 East 38th St., New York, N. Y.; J. H. Moore, Trustee for Gertrude A. Moore, Indian Head Point, Riverside, Conn.; Estate of Floyd W. Parsons, 9 East 38th St., New York, N. Y.; F. C. Kendall, 9 East 38th St., New York, N. Y.; Natalie C. Kendall, Hardwell Road, Millburn, N. J.; Florence P. Robbins, Dummerston, Vermont; Morton C. Robbins, Jr., 9 East 38th St., New York, N. Y.; Marcus P. Robbins, 28 South St., Hingham, Mass.; Mary Elizabeth Robbins, 134 Cliff Ave., Pelham, N. Y.; H. O. Andrew, 9 East 38th St., New York, N. Y.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.) None.

4. That the two paragraphs next above giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

J. H. MOORE,
(Signature of Publisher)

Sworn to and subscribed before me this 30th day of September, 1942.

ANNA L. HARTMANN.

(My commission expires March 30, 1943.)

The American Perfumer

PRICES IN THE NEW YORK MARKET

(Quotations on these pages are those made by local dealers, but are subject to revision without notice)

ESSENTIAL OILS

Almond Bit, per lb.	4.85@	5.00
S. P. A.	5.00@	5.85
Sweet True	2.30@	2.50
Apricot Kernel	.42@	.45
Amber, rectified	1.35	Nom'l
Angelica Root	150.00	Nom'l
Anise, U. S. P.	3.00@	3.25
Imitation	2.00@	2.10
Aspic (spike) Span.	4.10@	5.25
Avocado	.95@	1.00
Bay	1.25@	1.50
Bergamot	20.00@	25.00
Brazilian		
Artificial	4.00@	9.25
Birch, sweet	2.40@	4.25
Birchar, crude	2.25	Nom'l
Birchar, rectified	4.25	Nom'l
Bois de Rose	4.45@	5.00
Cade, U. S. P.	1.20@	1.35
Cajeput	2.30@	3.00
Calamus	20.00	Nom'l
Camphor, "white," dom.	.30@	.35
Cananga, Java native	15.00@	15.75
Rectified	17.00	17.75
Caraway	16.00@	17.50
Cardamon	30.00@	35.00
Cassia, rectified, U. S. P.	11.00@	11.50
Cedar leaf	.90@	1.00
U. S. P.	1.05@	1.25
Cedar wood	.70@	.80
Celery	30.00@	35.00
Chamomile	150.00	Nom'l
Cinnamon	10.50@	32.00
Citronella, Ceylon	1.20@	1.35
Java	2.25@	3.00
Cloves, Zanzibar	1.75@	2.50
Copaiba	.80@	.85
Coriander	30.00@	35.00
Imitation	8.00@	14.00
Croton	3.00@	3.75
Cubebs	4.75@	5.25
Cumin	8.75@	11.00
Dillseed	7.00@	7.50
Erigeron	2.15@	2.50
Eucalyptus	.95@	1.02
Fennel, sweet	3.50@	4.25
Geranium, Rose, Algerian	16.50@	17.50
Bourbon	20.00@	25.00
Turkish	5.50@	5.75
Ginger	20.00@	22.00
Guaiac (Wood)	5.25@	7.00
Hemlock	1.20@	1.35
Substitute	.55@	.60
Juniper Berries	12.00@	18.00
Juniper Wood, imitation	.75@	.80
Laurel	5.00	Nom'l
Lavandin	8.00@	8.50
Lavender, French	10.00@	12.00
Lemon, Calif.	3.25@	
Lemongrass	1.75@	2.00
Limes, distilled	9.50@	10.75
Expressed	12.00@	14.15
Linaloe	4.00@	4.25
Lovage	95.00	Nom'l
Marjoram	6.00@	7.25
Neroli, Bigarde, P.	340.00	Nom'l
Petale, extra	325.00	Nom'l
Olibanum	5.00@	5.75
Opopanax	25.00	Nom'l
Orange, bitter	5.50@	6.00
Brazilian	2.00@	2.50
Calif. exp.	2.10@	3.00
Orris Root, con. (oz.)	19.25	Nom'l
Artificial	35.00@	40.00
Orris Root, abs. (oz.)	100.00	Nom'l
Pennyroyal, Amer.	2.65@	2.80
European	2.50@	3.00
Peppermint, natural	5.40@	5.60
Redistilled	5.75@	5.90
Petitgrain	1.90@	2.25
Pimento	4.00@	8.00

Pinus Sylvestris	4.25@	5.00
Pumilonis	4.25@	4.80
Rose, Bulgaria (oz.)	25.00@	32.00
Synthetic, lb.	45.00@	55.00
Rosemary, Spanish	1.75@	3.00
Sage	8.25@	9.00
Sage, Clary	45.00	Nom'l
Sandalwood, East India	6.00@	6.75
Sassafras, natural	2.00@	2.15
Artificial	2.00@	2.25
Snake root	10.00@	12.75
Spearmint	3.30@	3.50
Thyme, red	2.75@	4.00
White	3.25@	5.00
Valerian	30.00	Nom'l
Vetiver, Java	38.00@	42.00
Wintergreen	5.25@	8.50
Wormseed	3.00@	3.10
Ylang Ylang, Manila	38.00	Nom'l

TERPENELESS OILS

Bay	2.75@	2.80
Bergamot	49.00	Nom'l
Grapefruit	65.00@	
Lavender	20.00	Nom'l
Lemon	40.00@	45.00
Lime, ex.	140.00@	160.00
Distilled	82.00@	87.00
Orange, sweet	100.00@	155.00
Peppermint	11.50@	14.00
Petitgrain	3.85@	4.00
Spearmint	5.00@	6.00

DERIVATIVES AND CHEMICALS

Acetaldehyde 50%	1.90@	2.75
Acetophenone	1.90@	2.00
Alcohol C 8	7.50@	10.00
C 9	14.00@	18.00
C 10	7.75@	12.00
C 11	11.50@	15.00
C 12	7.20@	8.50
Aldehyde C 8	22.50@	28.00
C 9	30.00@	32.00
C 10	24.00@	25.50
C 11	22.00@	26.00
C 12	30.00@	35.00
C 14 (so called)	6.00@	7.25
C 16 (so called)	8.25@	9.00
Amyl Acetate	.50@	.75
Amyl Butyrate	.90@	1.10
Amyl Cinnamate	4.50@	5.80
Amyl Cinnamate Aldehyde	3.00@	5.50
Amyl Formate	1.00@	1.75
Amyl Phenyl Acetate	3.75@	4.00
Amyl Salicylate	1.25@	1.40
Amyl Valerate	2.00@	2.10
Anethol	3.25@	3.35
Anisic Aldehyde	3.75@	4.00
Benzophenone	1.15@	1.30
Benzyl Acetate	.75@	1.35
Benzyl Alcohol	.80@	1.00
Benzyl Benzoate	1.10@	1.50
Benzyl Butyrate	3.25	Nom'l
Benzyl Cinnamate	6.50	Nom'l
Benzyl Formate	3.75@	4.00
Benzyl-Iso-eugenol	10.25@	11.25
Benzylidenacetone	2.75@	3.40
Borneol	1.80	Nom'l
Bornyl Acetate	2.00	Nom'l
Bromstyrol	5.00	Nom'l
Butyl Acetate	.11@	.14 1/2
Cinnamic Acid	3.75@	4.50
Cinnamic Alcohol	3.50@	6.00
Cinnamic Aldehyde	1.65@	1.75
Cinnamyl Acetate	10.40	Nom'l
Cinnamyl Butyrate	12.00@	14.00
Cinnamyl Formate	10.00@	13.00
Citral, C. P.	5.00@	5.75
Citronellol	6.25	Nom'l
Citronellyl Acetate	4.00@	5.10
Coumarin	3.00@	3.50
Cuminic Aldehyde	8.00@	11.25

Diethylphthalate	.24@	.33
Dimethyl Anthranilate	4.55@	5.00
Ethyl Acetate	.25@	.50
Ethyl Anthranilate	5.75@	7.50
Ethyl Benzoate	.90@	1.15
Ethyl Butyrate	.75@	.90
Ethyl Cinnamate	3.60@	3.80
Ethyl Formate	.60@	1.00
Ethyl Propionate	.80@	1.00
Ethyl Salicylate	.90@	1.00
Ethyl Vanillin	6.05@	6.75
Eucalyptol	2.50@	2.85
Eugenol	3.00@	3.50
Geraniol, dom.	3.00@	5.25
Geranyl Acetate	3.50@	4.00
Geranyl Butyrate	4.00@	5.75
Geranyl Formate	4.25@	6.25
Heliotropin, dom.	5.75@	7.10
Hydrotopic Aldehyde	15.00@	18.00
Hydroxycitronellal	7.75@	10.00
Indol, C. P.	30.00@	35.00
Iso-borneol	1.10@	2.00
Iso-butyl Acetate	1.25@	2.00
Iso-butyl Benzoate	2.50@	2.75
Iso-butyl Salicylate	2.70@	5.00
Iso-eugenol	3.30@	4.00
Iso-safrol	3.00	Nom'l
Linalol	7.35@	8.00
Linalyl Acetate 90%	7.25@	10.00
Linalyl Anthranilate	15.00	
Linalyl Benzoate	10.50	
Linalyl Formate	9.00@	12.00
Menthol, Japan	14.00@	
Chinese	14.00@	
Synthetic	13.50	
Methyl Acetophenone	1.60@	2.00
Methyl Anthranilate	2.50@	2.80
Methyl Benzoate	.70@	1.10
Methyl Cellulose, f.a.b. ship-		
ping point	.60	Nom'l
Methyl Cinnamate	3.50@	4.00
Methyl Eugenol	3.50@	6.75
Methyl Heptenone	3.25@	
Methyl Heptene Carbonate	45.00	Nom'l
Methyl Iso-eugenol	6.25@	11.50
Methyl Octene Carbonate	24.00@	30.00
Methyl Paracresol	2.50	Nom'l
Methyl Phenylacetate	3.75@	4.00
Methyl Salicylate	.35@	.38
Musk Ambrette	6.00@	9.50
Ketone	6.00@	10.50
Xylene	2.25@	3.25
Neroline (ethyl ester)	2.00@	3.15
Paracresol Acetate	2.50	Nom'l
Paracresol Methyl Ether	2.60@	3.50
Paracresol Phenyl-acetate	6.50@	8.50
Phenylacetaldehyde 50%	2.75@	3.50
100%	4.50@	5.00
Phenylacetic Acid	3.25@	3.70
Phenylethyl Acetate	3.00@	5.00
Phenylethyl Alcohol	2.50@	3.00
Phenylethyl Anthranilate	16.00@	
Phenylethyl Butyrate	6.50@	10.00
Phenylethyl Propionate	5.00@	6.50
Phenyl Formate	12.50@	18.00
Phenyl Valerianate	16.00@	17.50
Phenylpropyl Acet.	10.00	Nom'l
Santalyl Acetate	20.00@	22.50
Skatol, C. P. (oz.)	5.35@	6.00
Styralyl Acetate	2.50@	3.00
Styralyl Alcohol	9.25@	12.00
Terpineol, C. P.	.50@	.75
Terpinyl Acetate	.97@	1.20
Thymene	.45@	
Thymol	2.25@	5.25
Vanillin (clove oil)	2.60	Nom'l
(guaiacol)	2.35	Nom'l
Lignin	2.35	Nom'l
Vetivert Acetate	25.00	Nom'l
Violet Ketone Alpha	18.00	Nom'l
Beta	15.00	Nom'l

(Continued on p. 73)

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 FLEURS DE NUIT 1829
 BOUQUET PARISIENNE 1827
 LA REINE 1831

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CHLOROPHYLL • SAPONINE

(Continued from p. 71)
Methyl 6.50 Nom'l
Yara Yara (methyl ester) 1.85@ 2.25

BEANS

Angostura 2.50@ 3.00
Tanka Beans, Surinam .70@ .95
Vanilla Beans
Mexican, whole 11.00@
Mexican, cut 10.00@
Bourbon, whole 10.00@
South American 9.50@ 10.00
Tahiti 5.75@ 6.00

SUNDRIES AND DRUGS

Acetone .08 1/2@
Almond meal .25@ .27
Ambergris, ounce 17.00@ 20.00
Balsam, Copaiba .44@ .52
Peru 1.25@ 1.35
Beeswax, bleached, pure
U. S. P. .61@ .63
Yellow, refined .59@ .60
Bismuth, sub-nitrate 1.20@ 1.22
Borax, crystals, carlot ton 55.50@ 58.00
Boric Acid, U. S. P., cwt. 6.95@ 7.55
Calamine .18@ .20
Calcium, phosphate .08@ .09 3/4
Phosphate, tri-basic .09@ .10
Camphor, domestic .66 1/2@ .81 1/2
Castoreum 13.00@ 26.00
Cetyl Alcohol 1.75 Nom'l
Pure 2.25 Nom'l
Chalk, precip. .03 1/2@ .06 1/2
Cherry Laurel Water, carboy 5.75@ 6.25
Citric Acid .21 Nom'l

Civet, ounce 28.00@ 49.00
Clay, Colloidal .07@ .15
Cocoa Butter, lump .25 1/2@ .27
Cyclohexanol (Hexalin) .30@ .50
Fuller's Earth, ton 15.00@ 33.00
Glycerine, C. P., drums .18 1/4@ .18 3/4
Gum Arabic, white .42@ .45
Amber .15@ .16
Gum Benzoin, Siam 4.00@ 4.25
Sumatra .50@
Gum Galbanum 1.80@ 2.00
Gum Myrrh .60@ .65
Henna, pwd. .35@ .37
Kaolin .05@ .07
Labdanum 3.25@ 5.00
Lanolin, hydrous .35@ .36
Anhydrous .36@ .37
Magnesium, carbonate .09@ .10 3/4
Stearate .24@ .27
Musk, ounce 50.00@ 55.00
Olibanum, tears .25@ .30
Siftings .09@ .13
Orange Flower Water, gal. 2.00@ 2.50
Orris Root, pwd. 1.50@ 1.55
Paraffin .06 1/4@ .09
Peroxide 1.10@ 1.75
Petrolatum, white .06 1/4@ .08 1/2
Quince Seed 1.85@ 1.90
Rice Starch .09@ .10
Rose Leaves, red 5.45@ 5.75
Rose Water, gal. 6.50@ 8.00
Rosin M. per cwt. 4.12@
Salicylic Acid .35@ .40
Saponin 3.00@ 3.25
Silicate, 40°, drums, works, 100 pounds .80@ 1.20

Soap, neutral, white .20@ .25
Sodium Carb.
58% light, 100 pounds 1.35@ 2.35
Hydroxide, 76% solid, 100 pounds 2.60@ 3.75
Spermaceti .29@ .31
Stearate Zinc .30@ .31
Styrax 2.00@ 2.35
Tartaric Acid .64 Nom'l
Tragacanth, No. 1 3.90@ 4.20
Triethanolamine .34 1/2 Nom'l
Violet Flowers 1.75@ 2.00
Zinc Oxide, U. S. P. bbls. 10 1/2@ 10 3/4

OILS AND FATS

Castor No. 1, tanks .13@
Cocoanut, Manila Grade, c.i.f., tanks .0835@
Corn, crude, Midwest, mill, tanks .12 3/4@
Corn Oil, distilled, bbls. 15 1/2 Nom'l
Cotton, crude, Southeast, tanks .12 3/4@
Grease, white .08 3/4@
Lard .1380@
Lard Oil, common, No. 1 bbls. .14 3/4@
Palm, Niger, drums .08 1/4@
Peanut, refined, barrels .17 Nom'l
Red Oil, distilled, tanks .11@ .11 3/4
Stearic Acid
Triple pressed .17@ .18
Double pressed .14@ .15
Tallow, acidless, barrels .14 1/4@
Tallow, N. Y. C., extra .085@
Whale Oil, refined .1070@

Growing Coriander

(Continued from p. 27) which then is added to concentrated sulphuric acid. The mixture should be cooled off first to -20°C. In this way hydroxycitronellal sulphate is formed, which then is thrown into cold water and decomposed with sodium carbonate.

If necessary, linalool also can be used as a starting point in the production of geraniol of which it is an isomer. Naturally, esters of geraniol likewise are important in the aromatic industry and they can be made easily from geraniol.

OTHER COMPONENTS

It is worthwhile mentioning here that the essential oil distilled from flowers of coriander contains up to 10 per cent of decylic aldehyde, also two isomers of decylic aldehyde, and myrcene, a hydrocarbon found in bois de rose. Myrcene is useful in perfuming soaps because it also has good covering properties. The fruit of coriander also contains a fixed oil and reports from the Soviet Union show the amount to be up to 25 per cent. The highest yield of this oil is obtained by extraction. Hydraulic presses are used in the production of fixed oil. To obtain a good yield of fixed oil, the fruit should be crushed before extraction.

Following are the constants which were established in the Soviet Union for coriander fixed oil:

Specific Gravity, 0.9019 to 0.9284
Refractive Index, 1.4635 to 1.4667
Solidification Range, -2 to -5.
Flash Range, 291° to 292°
Acid Number, 4.5 to 15.5

Saponification Number, 182.0 to 214.6

Iodine Number, 72.85 to 99.80

The oil consists of 91 per cent of fatty acids.

BEST RESULTS FROM FRUIT

Studying the yields of oil from fruit collected at various times, it was found that the fruit in the third period of its flowering gives better results. It also was noticed that the specific gravity, refractive index, and optical rotation increased proportionately between the flowering and complete ripening of the fruit. At the time of flowering, specific gravity is at the lowest, 0.8475; refractive index, 1.453 at 20°; optical rotation +0.70; while the oil derived from fully matured fruit have the following constants:

Specific Gravity, 0.8799

Refractive Index, 1.4609 at 20°.

Optical Rotation, +9.10

The flowering grass of coriander also yields an essential oil which contains about 96 per cent of aldehydes. Fractionizing those aldehydes, 10 per cent of decyl aldehyde and some isomers are obtained, also small quantities of myrcene. At present decyl aldehyde is derived from coconut oil and, as the latter is on a priority basis and no one can tell how long this will continue, it is suggested that part of the production of coriander be used to develop this material. In this case some of the coriander fruit should be distilled before it ripens which is during the flowering period.

A man takes a front seat in a theatre to see the play, while most men who take a front pew in church are playing to be seen.—Howard S. Neiman

INDEX TO ADVERTISERS

Allied Products, Inc.	8	Fairmount Chemical Corp., Inc.	—	Owens-Illinois Glass Co., The	—
Aluminum Company of America	3	Felton Chemical Co., Inc.	18	Oxlyn Company	9
Aluminum Seal Company	—	Fezandie & Sperrle, Inc.	75		
Ansbacher-Siegel Corp.	68	Firmenich & Co.	24	Parento, Inc., Compagnie	22
Atlantic Refining Co., The	20	Florasynth Laboratories, Inc.	5	Parfumeries de Seillans Insert Between	8-9
		Fritzsche Bros., Inc.	Insert Between 8-9	Parsons, M. W.	60
Baker & Bros., H. J.	20			Pennsylvania Refining Co.	—
Bayonne Co., The	50	General Drug Co.	64	Polak & Schwarz, Inc.	—
Bopf-Whittam Corporation	—	Givaudan-Delawanna, Inc.	—	Page 1 of Insert Between	48-49
Bridgeport Metal Goods Mfg. Co., The	60	Pages 2-3 of Insert Between	48-49	Powell & Co., Inc., John	58
Broder, Harry	10-11	Glass Industries, Inc.	70		
Bush & Co., Inc., W. J.	1	Goldschmidt Corp., The	—	Roure-Du Pont, Inc.	—
Bush Aromatics, Inc.	52			Sanderson & Sons, W.	14
Bush Pan-American, Ltd.	52	Harkness & Cowing Co., The	20	Schimmel & Co., Inc.	46
		Horn, John	75	Seeley & Company	—
California Fruit Growers Exchange,	Back Cover	Innis, Speiden & Company	64	Sherwood Refining Company, Inc.	66
Camilli, Albert & Laloue	2	Interstate Color Co.	72	Sierra Talc Co.	20
Carr-Lowery Glass Co.	4			Solvay Sales Corp.	15
Chris Co., Inc., Antoine,	—	Kimble Glass Co.	12	Sparhawk Co.	62
Page 4 of Insert Between	48-49	Krause, Richard M.	72	Standard Synthetics Co.	—
Classified Advertisements	75			Swindell Bros.	—
Colgate-Palmolive-Peet Co.	20	Laco Products, Inc.	20	Thurston & Braidich	20
Consolidated Fruit Jar Co.	75	Lautier Fils, Inc.	13	Tombarel Frères	68
Consolidated Products Co., Inc.	75	Leeben Chemical Co., Inc.	42	Tombarel Products Corp.	68
Cortizas Co., M.	45	Leonhard Wax Co., Inc., Theodor	72	Turner White Metal Co., Inc.	66
		Lueders & Co., George	2		
Danco, Inc., Gerard J.	58	Magnus, Mabec & Reynard, Inc.	70	Ungerer & Co.	Inside Front Cover
De Laire, Fabriques	14	Maryland Glass Corp.	—	U. S. Industrial Chemicals, Inc.	—
Dodge & Olcott Co.	14	Merck & Co., Inc.	—	Insert Between	56-57
Dow Chemical Company, The,	Inside Back Cover	Mero, J. and Boyveau	14	Van Ameringen-Haebler, Inc.	6-7
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